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What Next in Cellophane?

From the meat industry's original use of Cellophane on bacon three years ago, it has consistently spread until today a wide variety of meats are being marketed in this modern way.

The consumers' preference for a trade-marked package which at the same time enables them to "see-what-they-buy" promises a continued and growing acceptance for Cellophane wrapped meats during 1930.

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Cellophane

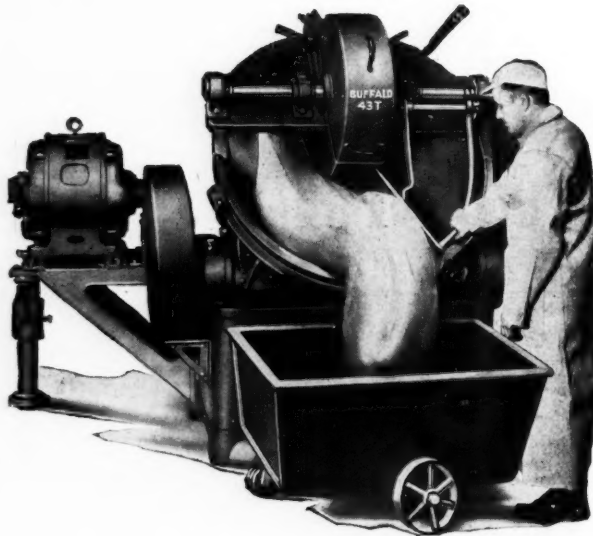
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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SEPTEMBER 21, 1929

Chicago and New York

Motor Truck and Traffic Methods in Meat Trade

*Experience of Successful Concern
Shows It Pays to Study All Angles
and to Maintain Careful Control*

Delivery efficiency and economy in the meat trade comes next to good salesmanship in importance.

In studying the elimination of waste in distribution the meat man is finding some bad leaks in his delivery methods.

That distributors of food products in any considerable quantities and over any considerable local territory will find it profitable to concentrate a good deal of thought and experimentation upon trucking and traffic problems, is the conclusion of the H. C. Bohack Co., Inc., Brooklyn.

They operate 483 branch stores—of which 227 are "A" stores handling meats and all provisions, and 256 are "B" stores carrying all provisions except meats—and they have a large radial mileage of delivery, the farthest point being 112 miles distant from the distributing plant.

This company discovered several years ago that it was distinctly worth while to have a completely-organized traffic department that would stand on its own feet—or rather, on its own wheels—and assume and carry large responsibilities.

Better Than Trucking by Contract.

In reaching this definite conclusion it was proved to the satisfaction of this concern at least that its own fleet of trucks, efficiently driven, serviced and cared for, gave better results than any system of contracts with trucking companies.

Except for certain brief periods in peak seasons, when a few extra trucks are hired to supplement the regular equipment, the traffic department takes care of the demands of all the distributing departments on a month-in and month-out, year-in and year-out basis. It is an independent unit, so to speak.

It is a money-saving rather than a money-making unit. It gives service to the distributing departments at the actual cost of that service.

Have Full Line of Trucks.

The equipment now consists of 56 heavy delivery motor trucks up to ten tons; 15 light trucks of one-half ton to one ton; and 60 light coupes for district superintendents. Also, a snow-plough, a sweeper, and a "wrecker" truck.

For the care and conditioning of all this fleet the eight-and-one-half acre plant of the Bohack company at Metropolitan and Flushing Avenues, Brook-

lyn, includes roomy garages, a completely-equipped and manned repair department, and stores of parts, tires and supplies.

"Since the year 1915, when Mr. Bohack went into motor trucks for deliveries, a careful and systematic study of every angle of trucking has been kept up," says Traffic Manager E. A. Buchmann. "We find it distinctly profitable to keep up to date with the progress in motor trucks, and anything new in vehicles and equipment appeals to us as worth, at least, a thorough testing with an eye to efficiency, speed and time-saving.

Time is Money in Trucking.

"The saying that time is money applies with particular force to trucking for an establishment like the Bohack. We run our delivery trucks upon regular schedules.

"The meat trucks and grocery trucks are sent out from this central plant on schedules calculated so that each will arrive at its first stop exactly at the moment when that store is opening for business. It delivers, and continues to the end of its route, and returns immediately to pick up along the way any boxes or articles to be brought back to the plant.

"The bakery trucks and fresh-vegetable trucks, on the other hand, are sent out on a different schedule—that is, to arrive at the farthest stop first, at exactly the moment when the store there is opening, and to deliver at the nearer stores of the route in turn, making the first store last, and picking up empties, etc., on the way back.

Good Advertising

This successful meat merchant says your delivery truck shows what kind of a merchant you are.

A shabby truck usually means poor stuff inside.

The latest and best equipment is never expensive.

Saving paint is poor economy.

An attractive truck is bang-up advertising.

Truck equipment should be carefully studied and truck operations closely checked up. Treat the motor truck as an independent unit, and know costs of service.

"The delivery schedules of the various departments are arranged so that no truck will be idle more than a minimum of time. A meat truck, for instance, returning from its early route, will be quickly cleaned with soda, its driver will change his clothes, and the truck will go out on, say, a grocery route.

Idle Trucks Cost Money.

"Each driver remains with his own truck; he is familiar with it, knows its performance, and becomes precisely acquainted with the delivery details of all departments and all routes.

"Each chauffeur carries a daily time card. He receives it at the end of each day, with orders to report at a certain department the next morning, at a designated hour. On his arrival there he stamps the card on the time clock; stamps it when he leaves; stamps it again on his return from that route; receives his next orders, and goes through the same proceeding through the day.

"He makes a record not only of the time he has worked but of his mileage, his gasoline, his oil; his time at lunch, and whatever delays he has encountered.

How Repair Work is Handled.

"When necessary, he fills out a 'trouble card,' and in the evening that card goes with the truck to the repair department, where the night force attends to all minor repairs and adjustments. For heavier repair work the truck is turned over to the day force in the repair department.

"We do all our own repairing. All repairs are charged to the traffic department, which in turn books the cost of the trucking service—original cost, maintenance, operation—and charges that to each distributing department.

"Every truck—every vehicle of whatever kind—is treated as a separate unit. For each car there is kept a record

sheet, divided into twelve columns—the months of the year. That record covers first cost of the car, interest, depreciation, repairs, materials, tires, labor, garage, painting, gasoline, oil, wages of the crew—everything chargeable.

Performance Records Are Kept.

"For each vehicle there is then prepared a monthly performance record—number of hours operated; hours idle; hours in repair shop; hours in paint shop; hours actual running; hours loading; hours of stops; hours of trips, mileage; number of tons carried.

"From that record we deduce the efficiency of that car, and proceed to take advantage of any special excellences, and to correct any faults.

"Every delay is inquired into closely. We found, for instance, a couple of years ago that there were seemingly excessive delays in loading; it was costing seemingly too much money in wages of men who, through no fault of theirs, were falling over one another or standing idle minutes at a time.

"We looked into the thing, and made a radical rearrangement of the loading docks, so that there was no lost motion either in the men or in the trucks. There was a saving of a substantial amount of money every month; and every department got the benefit of that saving in a reduction of the service charge.

"That is just one example of the insistent close tab we keep on every angle of truck performance.

Finding Truck Operation Costs.

"From that performance record, kept for every truck as a unit, we find that the average daily mileage is forty, and the cost per mile is 36 cents.

"Performances vary largely, of course, due to all sorts of conditions and circumstances. One truck may average much less than forty, and another may give us as much as a hundred miles a day. One of our trucks made a sort of

record, doing 90,000 miles in two years, at a cost, including everything, of only 19 cents a mile.

"For our own purposes, in the relationship of this traffic department to the distributing departments, we do not attach importance to cost per ton-mile. There are too many factors involved to make that of any value to us.

"Take a delivery truck that takes a load 112 miles to Greenport, L. I., and returns 112 miles empty. To double the mileage charged against that load means nothing to our system of book-keeping; not to speak of cars that make a dozen stops on a route while another makes maybe two, and so on.

Best Results from Pneumatic Tires.

"In the matter of replacements, we buy five new delivery trucks yearly—replacements for the fleet of 56 in that class. Speaking by and large, we are satisfied with the service we are getting from these trucks.

"On the trucks we purchased last year we started in on pneumatic tires. We expect now to stick to pneumatics. They have proved very satisfactory. They are the regular six-ply truck tires. They give us more speed, saving on mechanical parts, quicker pick-up, easier operation, and—what we should all think of—they are far better for the preservation of good roads.

"We favor the six-cylinder engine, and are confining our replacements to that class.

"We have also gone in for the 6-wheel truck for heavy deliveries, and I consider them a very important addition to our equipment. The first two we bought have solid tires, the last two have pneumatics. As in the case of the ordinary trucks, the pneumatics thus far in their service appear to be worth the greater cost, and more.

Trying Out Tractors and Trailers.

"Our latest experiments—for we be-

(Continued on page 39.)



A BOHACK REFRIGERATED TRUCK.

The company operates 56 heavy duty delivery trucks, 15 light trucks, 60 light coupes, a snowplow, a sweeper truck and a wrecker. The operating costs average 36c per mile.



GROCERY SHIPPING DEPARTMENT.

The H. C. Bohack Co., Inc., Brooklyn, N. Y., operate 483 stores of which 277 are class A stores that handle meats. The stores are serviced on regular schedule by the truck fleet.



Effect of Small Order on Sales and Delivery Costs

Study of Car Route and Other Small Shipments Shows That the Packer Should Study Cost of Small Orders

Is the small order a liability to the packer?

Do packers know what it costs them to handle their small orders?

Have they permitted their sales organizations to become involved in a large percentage of small orders that represent a minor volume of their business?

The comprehensive study of a cross-section of distribution in the meat packing industry, made by Howard C. Greer, director of the department of Organization and Accounting of the Institute of American Meat Packers, has led to the conclusion that "small orders and small accounts are numerous, and that they are excessively expensive to handle."

Some packers go so far as to cultivate these small orders without a considerable price differential. Even with the small sale priced higher it is difficult to make the differential sufficient to cover the costs incurred.

Cost of Handling Small Orders.

This study has brought out the fact that in handling a 25-lb. order through a branch house the average cost is 5.7c per pound. If it is handled by car route the cost is 8.8c per pound. And if it is handled by l.c.l. freight the cost is 10.8c per pound.

This per pound cost, so oppressive on the small order, decreases rapidly with the increase in the size of the order.

On 100-lb. orders the cost per pound through the branch house is only 2.6c, by car route it is 2.9c and by l.c.l. freight 3.3c.

When the order is increased to 500 lbs. the car route and l.c.l. cost is less than half that on the 100-lb. order. The branch house cost on an order of this size is 1.7c.

These are cost figures that should make any packer give serious thought to the small order and small account, and at least satisfy himself as to just what it costs his own organization to handle such orders.

The following is the text of a report recently issued by the Institute on "Selling and Delivery Costs—Car Route and L.C.L. Freight Shipments." It is the fourth and last in a series reporting the results of the study of small orders and small accounts in the meat packing industry.

The first report on this study was made by Mr. Greer at the 1928 spring regional meetings and was later published in

bulletin form under the title, "What Does It Cost You to Sell and Deliver Your Product?"

The second report on the study was made at the 1928 Convention of the Institute and was published in full in THE NATIONAL PROVISIONER of March 30, 1929.

The third installment appeared under the title, "The Scattering of Retailer Purchases," which appeared in THE NATIONAL PROVISIONER of April 20, 1929.

If the character of the available material warrants, a further bulletin may be issued outlining the development of a practical sales program which will eliminate or reduce the losses from small orders.

Selling and Delivery Costs

Under the title, "The Cost of Handling Small Orders and Accounts," the Institute recently published a bulletin presenting the experience of two branch houses with respect to the size of orders and accounts and the relative cost of selling and delivering to customers of various size-classes.

This study of branch house experience has now been supplemented by a similar study of results for car routes and for less than carload freight shipments. The purpose of the present study is to set forth the findings in this supplementary study and to present certain comparisons of distribution costs through the different types of selling agencies mentioned.

In this article, therefore, will be found material relating to the following subjects:

1—Number of and sales volume from small orders and small accounts on car route and l.c.l. freight shipments.

2—Analysis of costs of selling and delivering through these two types of selling agency, including unit costs of

performing various functions.

3—Average cost of serving customers of various size-classes, and required differentials in price per pound to make all accounts equally profitable.

4—Profitableness of accounts of various size-groups as actually sold.

5—Comparison of cost per order and cost per account for car routes, l.c.l. freight shipments, and branch houses.

Out-of-town Problem Less Acute.

The conclusions reached as a result of this extension of the original study are less striking than those presented in the earlier study on the same subject, partly because they do not have the novelty of the earlier material and partly because the problem of small orders and accounts is somewhat less acute in out-of-town business than in the case of local deliveries from branch houses.

The car routes and l.c.l. freight routes display the same wide variations in the cost of selling and delivering small and large orders as were shown by the branch house. But there are fewer small orders and small accounts in this class of distribution and their elimination would accordingly represent a somewhat smaller aggregate saving than in the case of the branch houses.

It is quite clear from the figures, however, that much can be done to render this out-of-town business more profitable, as is noted in later sections of this article.

Selling Agencies Studied.

The material presented in this study was obtained from the records of two packers located in the Chicago area. In one of these companies five car routes were studied, and in the other three l.c.l. freight routes were analyzed. In both cases the study covered the month of July, 1928, which is the same month used in the branch house analyses previously made.

The five car routes reached points varying from 200 to 500 miles from the plant and were considered typical of the routes operated by the company. The customers on two of these car routes were located in small town and country territory, while on three of the routes they were located in a single large city. The l.c.l. freight routes of the other company were located within a similar trading radius, two of them

Car Route Sales Costs

In a study of car route sales of a company handling a full line of fresh meats, provisions and other packinghouse products, the following costs were found to prevail:

In accounts amounting to less than \$25, the expense per \$100 of sales in the company studied was \$43.36.

This decreased to \$34.36 in accounts totalling less than \$50.

From this point on the cost decline was very rapid as the size of the order increased, orders totalling \$50 to \$100 costing only \$14.02 per \$100 of sales.

In the \$400 to \$500 sales the cost was only \$6.74 per \$100 of sales.

being in country territory and one in a large city.

The company which furnished figures on its car routes (herein referred to as Company C) handles a full line of fresh meats, provisions and other packing-house products. The other company (designated as Company D) sells principally smoked meats, manufactured specialties, canned goods, etc.

As an indication of the approximate volume handled on the routes studied, a condensed summary of results for the period under review is given as Table 1.

TABLE 1.

Summary of Operating Results, Selected Car Routes and L.C.L. Routes, Month of July, 1928.

(Data in round numbers.)

	Company C.	Company D.
Sales—weight, lbs.....	265,000	90,000
Sales—value	\$ 56,800	\$24,800
Gross margin	\$ 5,470	\$ 4,520
Expenses (exclusive of interest on investment).....	4,970	2,850
Profit or loss.....	\$ 500	\$ 1,670
No. of full time employees.....	9*	7*
No. of customers' accounts.....	285	350
No. of orders.....	1,080	700
Size of average account.....	\$ 200	\$ 70
Size of average order.....	\$ 53	\$ 33

*Proportion applicable to routes under review.

Comments as to the relative size of orders and accounts, and the relative expense and profit from the two classes of trade appear in a later section of this article.

Study Orders, Accounts, Expenses.

In both plants intensive study was made, first, of the individual orders and accounts making up the business on these routes, and second, of the expense of selling, packing, delivery, credits, collections, etc., in connection with handling the business.

A sheet was prepared to show the account of each customer with details of each order placed by him during the period. Expenses were grouped in accordance with the functions performed, and the unit cost of each function was determined, as in the case of the branch house study previously made. From the two sets of data, the average volume, cost, and net profitability of each item of business were computed.

Owing to the pronounced differences, both in the kinds of product handled and the methods of distribution employed, substantial variations were found in the experiences of the two companies. These differences are generally less significant than the relationships within the data for each individual company and should be regarded accordingly.

Small Orders—Number and Volume.

The average order placed by customers on the car routes studied was approximately \$53. The average order on l.c.l. freight routes was \$32.70. The latter figure is fairly close to the average order received by the branch houses studied previously, and the car route

order is, of course, substantially higher.

Since many expenses are directly related to the handling of individual orders, the car routes are shown to be at an immediate advantage in cost due to this factor.

The number of small orders in both companies is low, considering the showing of the branch houses. Only a little over one per cent of all the orders were for less than \$5, and not more than 12 or 15 per cent were for less than \$15.

A tabulation of the orders by percentage of total number and percentage of total sales volume is given in Table 2, as follows:

TABLE 2.

Relative Size of order.	Company C—		Company D—	
	Number of Small Orders with Sales Volume Produced by Them.		Number of Small Orders with Sales Volume Produced by Them.	
	% of total orders.	% of total volume.	% of total orders.	% of total volume.
Less than \$ 5..	1.4	.1	1.1	.1
Less than 10..	5.9	.7	6.2	1.2
Less than 15..	11.9	2.2	16.2	4.9
Less than 50..	62.9	32.3	85.6	65.5

The branch houses showed a great many small orders, but also had more exceptionally large orders. In the case of both the car routes and the l.c.l. freight routes analyzed there were few large orders and few small orders, the bulk of the business coming in orders of medium size, that is, from \$20 to \$100.

Small Accounts—Number and Volume.

Although small orders were found less numerous on the peddler car and l.c.l. freight routes studied, the relative number of small accounts was almost as great as in the case of branch house. In the following table—Table 3—there is an indication of the percentage of small accounts and also of the percentage of total volume which they represent:

TABLE 3.

Relative Size of account (Monthly volume)	Company C—		Company D—	
	Number of Small Accounts with Sales Volume Produced by Them.		Number of Small Accounts with Sales Volume Produced by Them.	
	% of total Accts.	% of total volume.	% of total Accts.	% of total volume.
Less than \$ 25..	7.1	.6	18.7	4.4
Less than 50..	18.8	2.8	47.7	18.8
Less than 100..	40.4	11.0	77.9	40.0
Less than 200..	67.7	31.0	94.6	81.0

It will be noted that, in the case of car routes, accounts amounting to less than \$100 per month constituted nearly half of all the accounts, and represented only 11 per cent of the total volume.

In the case of the l.c.l. freight routes, the percentage of small accounts is even greater, but this can be accounted for by the fact that Company D sells a limited line of products and will necessarily show accounts of relatively small size. The figures are of significance in both cases, however, as indicating the limited volume of business produced by a relatively large number of customers.

Division of Expense by Functions.

As in the case of the branch house study, the second objective was the determination of the cost of handling orders and accounts of various sizes.

(Continued on page 47.)

Financial Notes

News Notes and Practical Pointers on the Money Side.

BEECHNUT INTEREST SOLD.

The 46,000 shares of Beechnut Packing Company stock owned by the United Cigar Stores has been transferred to the Gold Dust Corporation, according to a recent announcement. It is understood that this sale does not involve any change in the Beechnut management, but would seem to indicate a close affiliation between the Gold Dust and Beechnut organizations. Control of the United Cigar Stores recently passed to a group headed by George K. Morrow, chairman of the board of the Gold Dust Corporation.

GODCHAUX SUGARS DIVIDEND.

The preferred stock of Godchaux Sugars, Inc., has been placed on a \$7 annual basis by the recent declaration of an initial quarterly dividend of \$1.75, payable to stockholders of record October 1. The current dividend is the first since the revamping of the company's capital structure last June. Current earnings of the company are at the rate of over \$5 a share on the class A and class B stock outstanding, after provision for dividends on the 6 per cent preferred stock.

FINANCIAL NOTES.

A net income of \$960,094 is reported by the Chickasha Cotton Oil Co. for the fiscal year ended June 30, 1929, after interest, depreciation and federal taxes. This compares with \$1,425,533 for the previous fiscal year. The 1929 earnings on the 255,000 shares of \$10 par common stock was \$3.76 a share compared with \$5.59 on the same number of shares in 1928, \$7.15 in 1927 and \$6.19 in 1926.

The Pacific Ammonia and Chemical Company, said to be the largest manufacturer of anhydrous ammonia on the west coast, has been acquired by the National Ammonia Company a fully owned subsidiary of E. I. du Pont de Nemours. The business of both concerns will be conducted under the name of the National Ammonia Company.

The Kroger Grocery Company, for the month of August, 1929, shows sales of \$21,905,167, or a 44.13 per cent increase over last year for the same period. Sales for the first eight months of 1929, total \$190,084,891, or an increase of 46.42 per cent over 1928.

Safeway Stores report for August sales of \$19,670,307, an increase over 1928 of 116.18 per cent, and for the first eight months of 1929, \$132,664,074, an increase of 102.38 per cent.

The National Tea company report for August, 1929 sales of \$7,438,331, 9.98 per cent more than last year and a total amount of sales for the first eight months of this year of \$59,453,205, or 7.13 per cent increase over 1928.

Daniel Reeves Inc., report for the four weeks of August sales of \$2,122,983, an increase of 10.81 per cent over last year and total sales for the first eight months of 1929 of \$22,345,280, an increase of 8.51 per cent over 1928.

Sterilizing Plant and Equipment with Power Spray Mounted on Truck

Cleaning and sterilization of buildings, equipment and utensils are necessary tasks in the meat packing plant.

The first consideration should be to do this work thoroughly, because costs are lower in a clean plant.

The second should be to take advantage of equipment, facilities and methods to reduce the costs of these operations, or permit better work at no greater cost.

In many plants cleaning and sterilizing are still done in the same manner and with the same equipment in general use many years ago, despite the development of mechanical appliances that could be adapted to the work to cheapen the cost, and the discovery of new sterilizing agents that are effective in small quantities.

And in view of improvements made in plant equipment and methods, and search for new and more economical ways of performing plant operations, it is surprising that power has not been used more generally for the application of cleaning and sterilizing agents.

Importance of Keeping Clean.

The problem, in the case of sterilizing solutions at least, is not a difficult one, as most of these sterilizing chemicals are more effective and act more quickly when used as a fine spray.

Conditions in many departments of a meat packing plant—particularly where heat and moisture are present—are favorable to the growth of bacteria, yeast and mould. These, if not kept in control, may cause trouble, and damage products.

If the problem consisted solely in destroying these growths it would not be a difficult one. But there are factors that make the use of certain bacteria and mould-destroying agents inadvisable or impossible.

Steam, hot water and soap and certain of the coal-tar products are effective for sterilization purposes. But in each case there are objections to their use, due to the cost and trouble of applying them, or as in the case of coal-tar products, to their pronounced odors and, in some cases, poisonous properties.

Well-Known Sterilizing Agent.

During the past few years sodium hypochlorite as a sterilizing agent in meat plants has come into almost universal use. The substance is effective for the purpose, is not poisonous in

dilute solutions and has the additional advantage in that it destroys odors.

Sodium hypochlorite is unstable and gives up oxygen and chlorine in the presence of animal matter. This oxygen and chlorine destroy yeast and mold growths and the substances that cause objectionable odors. It has a slight odor that is not objectionable and which soon disappears.

For meat plant use, sodium hypochlorite is generally used in solutions of four-tenths to one-half of one per cent strength, and is applied as a spray or wash. Its application should follow cleaning, as its effectiveness is determined largely by the amount of organic matter present.

In respect to the practical application of sodium hypochlorite, a bulletin of the Institute of American Meat Packers on "The Use of Sodium Hypochlorite in the Packing Plant" says:

How Chemical is Applied.

"If walls, floors and equipment are first washed and cleaned in a thorough manner, and then sprayed with sodium hypochlorite solution, this procedure will result in almost complete sterilization.

"In the case of metal equipment, or equipment made of mixed metal and

wood, thorough cleaning should be carried out, and then the article should be dipped in the solution, washed, sprayed or rinsed with it.

"This should not be left on longer than ten minutes, on account of possible later corrosive action. In point of fact, sterilization is effected within a few seconds up to five minutes, according to amount of impurities present.

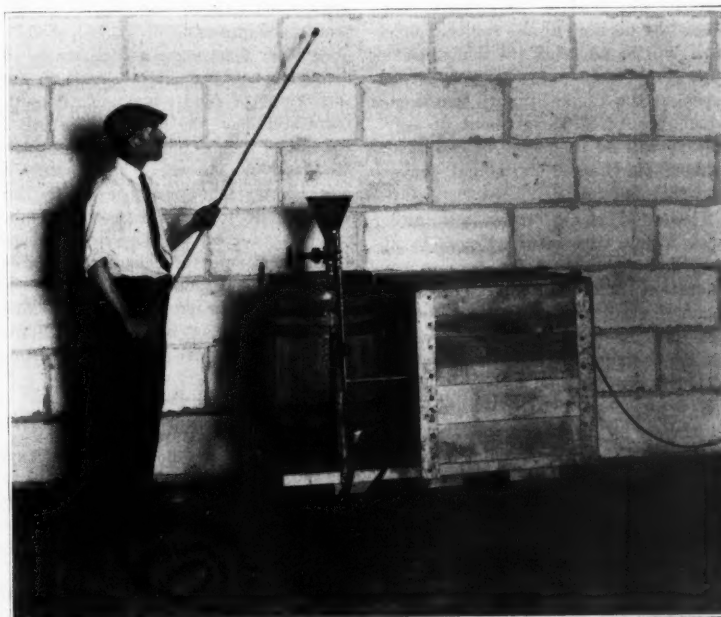
"Sodium hypochlorite is very soluble in water, so it may be very easily rinsed off with cold water. It is not necessary to apply the solution warm.

"Where the solution is used on apparatus or equipment that comes in contact with meat or meat products, it will be necessary to rinse them thoroughly with clean water. When it is used in any manner in a room, any meat or meat products that are present must be covered with canvas during the application of the solution.

"The agent should be applied with a fine or coarse compression spray for fine or heavy mist, according to the purpose. These sprays should be rinsed thoroughly with cold water after using. The dilute solutions will not injure the hands. When desired, brushes or wash cloths may be used in its application."

New Device for Spraying.

For the application of sodium hypochlorite quickly and effectively a new (Continued on page 39.)



POWER SPRAY REDUCES COSTS OF STERILIZATION.

The device has been developed for use with sodium hypochlorite. Inclosed in the box at the right is an air compressor, a motor, an air storage tank, a pressure regulating device and an ingenious reel for taking up the slack in the power wire. This equipment is inclosed to protect it from the corrosive effect of the sodium hypochlorite. The advantage of such a machine is that a more thorough coverage of surfaces can be secured with less labor and a saving in sterilizing solution.

Institute Regional Meetings Scheduled to Discuss Trade Practices

Packers in fifteen principal cities will meet during the two weeks beginning September 30, 1929, to discuss a second group of proposed Trade Practice Resolutions which have been approved by the Commission on Elimination of Waste of the Institute of American Meat Packers.

All packers, including members of the Institute and all other packers as well, are invited to attend these regional meetings.

All meetings will be held in the afternoon. The schedule of meetings and the dates on which they will be held are as follows.

Detroit, September 30; Boston, October 1; New York City, October 3; Pittsburgh, October 4; Cincinnati, October 7; Nashville, October 8; Indianapolis, October 9; Davenport, October 10; St. Louis, October 11; Arkansas City, October 14; Fort Worth, October 3; Los Angeles, October 7; San Francisco, October 9; Denver, October 11; Chicago, October 16.

A member of the Institute staff will attend each meeting, with one exception, for the purpose of presenting the recommended rules.

The resolutions to be presented at these meetings will have been approved by the Executive Committee of the Institute, and, when they have been passed by packers at the regional meetings, will be added to the list of eleven rules previously approved for presentation at the Trade Practice Conference which the U. S. Department of Agriculture will be requested to call at the time of the Institute's annual convention this fall.

These additional rules are either rules which were referred back to appropriate committees for further consideration after the first series of regional meetings held during June of this year, or rules which were proposed during the first regional meetings for consideration by the Institute.

It is the desire of the Institute that all packers be familiar, before the Trade Practice Conference is held, with the rules and with the beneficial effect which adoption of the rules would have on their businesses.

That the packing industry is ready and eager to take steps to abolish the unfair and uneconomic trade practices covered by the resolutions is indicated plainly by the fact that the Executive Committee and practically all of the scores of packers have been able to agree on a majority of the resolutions proposed.

The Commission on Elimination of Waste, of which F. Edson White is Chairman, and the Committee on Distribution Problems, of which I. M. Hoagland is Chairman, have held frequent meetings to suggest resolutions, to consider the resolutions which have been proposed and to revise the resolutions in accordance with the views of the industry.

TO DISCUSS FOOD SANITATION.

Insuring the public of purer and more sanitary foods is the theme of the thirty-third annual convention of the Association of Dairy, Food and Drug Officials of the United States, to be held at Lincoln, Nebr., for four days, starting September 23.

One problem facing food officials is said to be the marketing of poultry culls. Last year more than a quarter million pounds of culls were seized as being unfit for human consumption. This situation has resulted in the consideration of several pieces of congressional legislation which would extend to poultry at time of slaughter, a government inspection similar to the present inspection of meats. J. O. Clarke, of the U. S. Department of Agriculture and located in the Chicago district, will outline at the convention the government's activity in the control of cull poultry shipments.

Another discussion will relate to the disparity between claims made in certain kinds of food advertising and the facts stated on the labels, the truth of the latter being obligatory under the food and drug laws. The question of how buyers who purchase on the advertisement rather than on the label can be protected, will also be discussed.

Another paper of considerable interest to the meat industry will be devoted to "The Sanitation of Roadside Markets and Stands," by A. M. G. Soule, of the state department of agriculture of Maine.

CUTTING TRUCKING COSTS.

Skid platforms and lift trucks have not found general use in the meat packing industry, but there are departments where these aids to lower plant transportation costs could no doubt be used to advantage.

As example of how the cost of trucking can be reduced by the use of lift trucks the following incidents are interesting:

A western railway is reported to have reduced the labor payroll in its storekeepers' department by over \$15,000 a month. An analysis disclosed

a reduction in handling brake shoes from 175 manual operations to 7 and in handling brake beams from 200 operations to 10.

An automobile manufacturing company reported that their old method of unloading a car of crank shafts required eight men seven and one-half hours at a cost of \$24.00. They found that by means of skid platforms and lift trucks one driver and one helper could unload a car in 45 minutes at a cost of \$0.98.

A western firm last year gave away to its customers 4,000 skids, at an approximate cost of \$10,000, knowing that the use of these skids by its customers would save it more than this in the stevedore payroll.

A paper company reports that loading a 50-foot box car of paper, which formerly took seven men three hours, can be accomplished on skids by two men in 45 minutes, representing a labor saving of 93 per cent.

GENERAL FOODS EXPANDS.

Formation of the Bluepoints Co., Inc., as a subsidiary of the General Foods Corporation, formerly the Postum Co., Inc., was announced recently by Colby M. Chester, jr., president of General Foods. This subsidiary will take over the North Atlantic Oyster Farms, Inc., which was organized in 1914 to succeed the Sealshipt Oyster System, having as subsidiaries the Rhode Island Oyster Farm Co., The Connecticut Oyster Farms Co., South Norwalk Oyster Farms, the Long Island Oyster Farms Co. and the Producers Sales Co.

Officials of Bluepoints Co., Inc., will carry on the oyster business as heretofore and also contemplate the extension of the Birdseye quick freezing process, recently acquired by General Foods, to the oyster industry to permit the national distribution of oysters in package form.

The business operates in Rhode Island, Connecticut, and New York, through its five subsidiary companies and is said to be the largest oyster farm in the world. Its total holdings consist of approximately 35,000 acres of land under water, together with a fleet of about 30 boats and five shore plants where oysters are prepared for the market.

W. H. Raye, president of North Atlantic Oyster Farms, will continue in active charge of the business as president of the new General Foods subsidiary. Ralph G. Coburn, and A. E. Loring have been elected vice-presidents of the new company. John S. Prescott has been appointed secretary, and Louis A. Zahn, treasurer.

MEAT TO LATVIA.

The Latvian government has agreed to accept the regular meat inspection certificates of the Bureau of Animal Industry in lieu of the special certificates which were being required relating to inspections for trichinosis. The Latvian government will also accept export certificates issued by the U. S. Department of Agriculture in lieu of the certificates of origin previously required.

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What Is Plant Efficiency?

Efficient and modern equipment has enabled many a business to weather a business depression that has placed competitors in an awkward position or in the hands of a receiver.

When times are prosperous and profits good, almost any kind of equipment will do. But the wise executive does not forget to provide for the rainy day.

Superintendents or owners who, in order to make a record, pay dividends in preference to laying aside a fund for replacing old equipment and keeping plants at top-notch efficiency, will sooner or later find themselves in trouble.

Some meat packers are wise enough

to keep their plants at the highest point of efficiency. They overlook no opportunity to install new machines which will reduce costs, better the quality of merchandise or increase over-all efficiency of their plants. Neither do they hesitate to scrap and replace a machine that is worn out or that has outlived its usefulness.

Plants so managed will survive during times of depression, while the inefficiently-equipped plants, no matter how skillfully they may be managed, will not be able to compete with them and pay their operating costs when times are bad.

Unless the meat packing industry uses common sense and foresight to keep its plants up-to-date in design and equipment, it may find itself in the position that has lately faced the textile industry in New England.

Here, according to the testimony of their owners, many plants have not been kept up-to-date. Re-equipment to meet the keener competition is so absolutely necessary that in some cases the owners prefer to sell out or liquidate rather than to attempt to refinance to obtain money for new machinery.

Today something more than a depreciation charge should be made against much of the equipment in a meat packing plant. Some machines and tools will wear out, but the greater proportion of them will be out-of-date and inefficient long before their estimated life span.

Improvements and developments are coming rapidly these days. In chemical and mechanical laboratories and in industrial plants all over the country chemists, engineers, scientists and trained men are doing research work along original lines.

Not infrequently a discovery is made that upsets an entire industry and makes hard sledding for the business that is not financially able to meet the new condition created overnight.

A revolutionary discovery affecting the meat packing industry may never be made. But progress in the development of new machines and appliances, methods and processes is very sure to be much more rapid in the next few years than it has been in the past.

And, many packers believe, competition will be more severe. Packers will

be forced to merchandise more efficiently. There will be a keener struggle for volume and profits. Under these new conditions the plant with a high efficiency will enjoy an advantage that no amount of good merchandising by an inefficient plant will serve to overcome.

Recipes on Packages

Recipes have played an important part in the merchandising of food products. Every housewife likes to know a variety of ways for preparing and serving a food product, and the more knowledge she has in this respect about a particular food the more often she will buy it and serve it.

Housewives should know there are more ways of preparing bacon, for example, than frying and serving it with eggs. There are other appetizing ways of preparing this meat for use at other meals than breakfast, the general knowledge of which would increase bacon consumption. This also applies to most of the other merchandise sold by the meat packing industry.

The meat industry has used recipes to good advantage, but with the advent of wrapped and packaged processed, "ready-to-serve" and fresh meats the opportunities to do educational work in the interest of a greater meat consumption are increased.

A survey of meat packages showed that, in many cases, space on them is going to waste that could be used to good advantage to carry a message to the housewife. Why not use it to tell her several ways in which to prepare the contents?

In the case of wrapped meats the label might be made large enough to include one or more recipes. One packer is using a grease-proof envelope in which recipes for preparing the particular meats are inclosed and which is placed inside the wrapping. Another prints recipes on separate sheets of paper. These are placed outside the wrapping on the side opposite the label.

Much could be done to increase meat consumption if every packer would help the housewife to know how to prepare and serve meats in more and better ways. There is no more efficient and economical way of doing this than to use available space on and in packages and wrappings.

Practical Points for the Trade

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Hides and Calfskins

Much money is lost by slaughterers through the improper take-off and handling of hides and skins. In reply to a request from a Southern packer regarding proper methods of handling and cure, THE NATIONAL PROVISIONER of September 14, 1929, gave preliminary information on this subject, together with the grades of cattle hides.

In the following article grades of calfskins, hide selection, hide curing, handling, selling and other points on hides and skins are given.

Grades of Calfskins.

Calfskins are sorted 15 lbs. and down, with brands out.

Kips will run 15 to 25 lbs. with brands out.

The branded calf and kip are usually sold together, but there is usually a differential between the packer kip and packer calfskins. Sometimes there is a selection of overweight kips which will run from 25 to 30 lbs. and higher, but the sellers include these in the light cows, if possible. If sold separately, they are generally rated a little higher than light cows.

Slunks are the skins from unborn calves. There are three grades, as follows: Regular slunks with hair; the hairless, graded 16 in. and over in width; and hairless 12 to 16 in.

There is no selection on these excepting as to size, but any of the 16 in. and over hairless that are cut are included in the under 16 lbs.

Hairless stock is generally used for drum heads, but of course any slunks with holes in them are unsuitable. A great many of the regulars are tanned with the hair on and made into coats, fancy vests and covers for library tables. Some tanners take the hair off and sell them for shoe linings to take the place of sheep skins.

Hide By-Products.

Cattle switches.—These are sold by the piece with deductions for stumps and burrs. The general market count is 110 per 100 pieces, with stumps and burrs out.

Sinews and hide trimmings.—Sold by the ton for glue stock. Where the new trim is practiced this material includes the ears, snouts and lips.

Points on Hide Selection.

Branded cows, native and branded bulls need not be selected for weight on the killing floor, but reports should indicate the green weight. As mentioned, the actual shrinkage sustained should be used for records from time to time, and if there are variations the

records should be adjusted and the manure weight should be taken into consideration on the green weight of hides for selections in the pack, and the proper allowances be made.

The three fundamentals of hide handling are:

1—Quick handling to avoid deterioration. Just as soon as the hide is dropped from the carcass it should be prepared for cure.

2—Avoiding scores and cuts in removing the hide and protecting it from dirt, blood, excess moisture and other contamination.

3—Building the hide pack so as to obtain as quickly as possible the greatest penetration of the salt into the hide itself.

When the hides reach the curing cellar they are trimmed of any excess fat or flesh. The ears are split so they will lie flat in the pack and so the salt can penetrate.

The hides are then weighed to see what class they belong in, particularly if the packs are built according to classification of hides.

Curing Hides.

The most suitable temperature for curing hides is 50 to 55 degs. F. Each grade should be packed separately as far as possible, depending upon the available space and the number of hides produced.

The floor is to be kept clean, with a layer of hide salt about 1½ in. thick on the floor where the hides are to be piled. Some concerns use No. 2 hide salt, others 50 per cent new and 50 per cent re-washed second salt.

If the floor is uneven, increase the amount of salt to make it level, where the hides are evenly spread, absolutely flat, with the fleshy side up, so as to be positive that enough salt is placed on the entire exposed flesh surface side. This is important.

Inspect Hide Pack Daily.

Use 1 lb. of salt per pound of hide. In addition to this the sides of the piles should be well covered, salting the hide toward the center of the pile, thereby preventing the pickle produced by leaching of the salt from leaking out of the pack. The remaining portion of each layer is to be made as level as possible.

A careful inspection should be made daily to see that the hides are properly salted and the top well covered. Hides are not overhauled but are left in the pack during the curing period, which is 21 to 28 days.

In taking up hides most packers use the hide-pounding horse, located close

to the pack with sufficient floor space for sweeping and inspection.

Taking Up the Hides.

The hides are taken from the pack individually and spread over the horse, with a sufficient number of men to raise the hide to a reasonable height in the air, dropping it down on the horse twice on the flesh side and once on the hair side, to throw off the excess salt.

The hide is then spread on the floor, hair side up, or flesh side up, and swept and inspected.

A wooden skewer is used by inspectors for testing scores. Any attempt on the part of the buyer to use a metal skewer is objected to by the seller.

For sweeping purposes, a good quality hide broom should be used.

Grubbing.

Grubbing consists of holes along the back of the hide, running from the top of the forequarter to the center of the back. These holes are caused by grubs boring through the hide.

Five or more grubs per hide constitute grubby hides. In case of dispute between seller and buyer a test is made on 20 hides, 10 being selected by the seller and 10 by the buyer, these hides being taken indiscriminately from the carload and representing as nearly as possible each truckload delivered to the car.

After the inspection the hides are properly folded into bundles, head and tail evenly toward the center of the hide and the belly edges meeting evenly at the centers. The legs should be folded back over the rumps and shoulders, hair to hair, but should not extend beyond the edges of the hide as folded.

The hide can be folded so that the folded edges meet. Fold each end so as to meet at the center of the hide, and again fold at the center, making a neat bundle. The bundle is then tied around the four sides with hide rope.

Hides are usually folded hair side out, if the particular selection is distinguishable.

Taking Sales Weights.

As a rule buyers demand that sales weights be taken at least twelve hours after the hides have been bundled. On the other hand, the seller will insist upon weight as soon as possible after accumulating.

The tare allowance is usually decided upon by the hide inspector and interested plant parties.

Cuts and Scores in Hides.

Cut hides, aside from the selection during the grubby season, are classified

as No. 2 hides, and the cut is thrown into the No. 2's where the hide is cut entirely through in removing from the carcass. The cut may also vary in length and there may be numerous cuts on the hide which render it a No. 2 hide, for a cut only. The number of cuts may run from a single cut to nine or ten.

A score is a slight mutilation occasioned by the slip of the point of the knife, which is visible but does not penetrate through the hide.

To determine whether the mark on the hide is sufficient to be included in the No. 2's, or termed as a score, the inspector uses a wooden skewer and runs it along the place where the hide is slightly cut. If the skewer can punch through, then the inspector's decision places the scored hides in the No. 2's.

The killing foreman should pay particular attention to slightly mutilated hides. If the cut or score is located along the belly, within a few inches of the edge, where it can be removed by trimming off, it is advisable to do this, as it will allow the hides to go into the No. 1 selection.

A cut or score within about 2 inches of the edge of the shoulder and flank, which could not be trimmed off, would make the hide No. 2 selection. And if the cut or score is above the knee or hock joint in the shank, it would make the hide a No. 2.

Selling Kips and Calfskins.

The kip skins run branded and unbranded. They are usually sold on a pound basis, and are cured in fine or No. 1 rock salt. They are fully cured and ready for marketing in about two weeks' time.

Calfskins are also sold on a pound-age basis, and they also run branded or unbranded, and are cured in fine salt for about the same length of time as the kip skins.

Slunk Skins.—Regular slunks are sold by the piece, as previously explained, which is true of the hairless, and they are also cured in fine salt for the same length of time as the kip and calfskins.

Switches.—Switches are cut from the hides before putting down, and usually run 6 to 8 in. from the end of the bone. Any portion of the bone should not be included in the switches.

They are placed in a tub of strong pickle overnight and later cured by placing in piles with the switch end down, and fine salt rubbed on the hide part. They may be shipped immediately. It is customary to pack in sacks for shipment.

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.

Frankfurts and Bologna

A wholesale and retail meat market is planning to make certain cooked sausages and asks for the following information. The manager of this market says:

Editor The National Provisioner:

We want to make wieners and want some general information about the manufacture of frankfurts and bologna. Will you please give us the following information?

How to prepare fresh meat for wieners and bologna.

Is five-eighths hole all right for grinding through the Enterprise?

How much water will 100 lbs. of meat hold with 4 lbs. of flour?

What amount of pork is to be used with 100 lbs. of beef?

Should the pork be added last?

Should the sausage be smoked at more than 140 degs. F.?

Should wieners be cooked 12 minutes at 160 degs.? Bologna, 15 minutes at 170 degs.?

In the preparation of meat for wieners and bologna,

Use 7/64-in. plate for grinding beef.

Use 7/64-in. plate for grinding pork cheeks.

Use 1/2-in. plate for grinding pork trimmings.

The 1/2-in. plate may be used for the fat pork trimmings or jowls.

The amount of ice which may be added safely to sausage meat while cutting or mixing depends upon the freshness of the meat and the kind of meat used. Finely crushed or shaved ice is preferred to water and more can be used.

Bull meat, especially when boned hot and ground and chopped fine, will take its weight of ice. It is advisable, however, to add 50 to 60 lbs. of ice to each 100 lbs. of meat when chopping hot and the rest when the beef is

chopped with the pork for the various kinds of sausage.

Use 50 per cent pork in wieners.

Use all pork in high quality frankfurts.

Use 30 to 40 per cent pork for bologna.

Pork should be added last in all cases except pork cheeks. These may be added with the beef in the silent cutter or immediately after and before adding the pork trimmings or jowls.

Wieners and frankfurts should be smoked starting with 120 degs. and gradually raising to 155 degs. F. to finish.

Cook the wieners and frankfurts at 155 to 160 degs. F. for 10 to 15 minutes, according to width of casing used. Cook bologna at the same temperature, no higher.

Why Cooked Hams Crumble

How can the crumbling of hams in the shank be overcome?

A Western ham boiler is having this trouble and asks for help. He says:

Editor The National Provisioner:

We are having considerable trouble with our hams breaking up at the shank ends. We buy the best meats and are supposed to be getting the special bolting hams. Our competitors tell us that we have the best quality, but our hams will not hold. They break and the customers say that it is impossible for them to stand the waste.

Can you tell us where our trouble is?

For best results, sweet pickle hams must be mild, and be taken out of pickle as soon as they are fully cured. Buyers of such hams should insist on this in placing their orders. Over-cured or old storage hams have a tendency to get brittle and to lose their binding qualities.

Shanks should be turned into the body of the ham as much as possible, and the skin stretched and pressed tight on the ends as well as the body.

After cooking the hams should be locked up tight in the molds and placed in 26 to 28 degs. temperature, preferably for 24 to 36 hours. When taken out they should be wrapped and left in low temperatures until delivered. Care must be taken in removing the ham from the mold so the seams do not loosen.

This method is used by some of the largest and best ham boilers.

A great deal depends upon proper boning and handling and the locking up of the hams. It is a good plan to use cloths in all forms and molds.

Full instructions for handling boiled hams have appeared in THE NATIONAL PROVISIONER. Reprint can be secured by subscribers by sending a 2c stamp with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

See "Wanted" page for bargains.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Full directions and practical hints on buying and testing sheep, hog and beef casings may be obtained by filling out and sending in the following coupon:

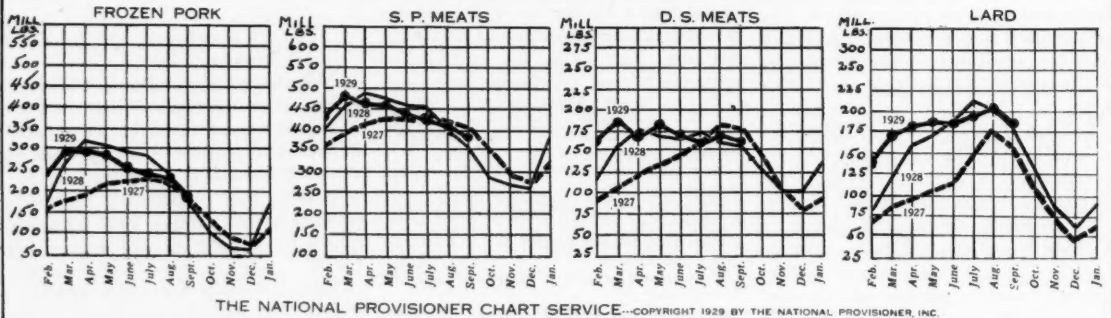
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Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name
Street
City

Enclosed find 3-cent stamp.

STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of accumulations of meat and lard in storage in the United States for the first eight months of the year, according to statistics compiled by the U. S. Bureau of Agricultural Economics.

A general seasonal decline in storage stocks of meat and lard took place during August, even in stocks of dry salt meat and lard which had shown a gain during the previous month. This decline was hampered somewhat by the large hog receipts, included in which were considerable numbers of heavy lard producers.

Frozen Pork.—Stocks of frozen pork declined sharply during August, continuing the steady decrease begun in April. The market has been in excellent shape on frozen pork loins, being broader than usual compared with other years on both the fresh and frozen product. This was rather unusual in the face of slumps in demand and declining prices on seasonable products. Another factor in reducing the stocks of frozen meats has been the good trade in frozen bellies, large quantities of which were taken out of the freezer and put in cure.

S. P. Meats.—Pickled meat stocks continued their slow decline, although there has been no particular feature to the market for this class of meat. Prices have declined, the trade is slow and the smoked meat business in general has been rather unsatisfactory. The market on boiling hams has been disappointing throughout the hot months, under especially favorable weather conditions.

D. S. Meats.—Dry salt meats in storage showed a slight decrease during the month, although there has been only slight fluctuation in storage stocks for several months. There has been no feature to the market on this product, viewed from Chicago trading, some limited scattered sales being made at a decided discount under official quotations. The unusual activity through branch houses apparently has supplied the Southern trade and in so far as carlot trade is concerned Southern demand has not materialized.

Lard.—The sharp decline in lard stocks came a month later this year than last but begins at the same time the 1927 decline was registered. Consignments have been heavy while the demand for lard in carloads on c. i. f. terms has been light. The higher price for loose

lard on the Chicago market is of advantage to the smaller producer thereby relieving him of processing for export shipment. The trade in loose lard has been good.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on September 14, 1929:

	Sept. 14, 1929.	Aug. 31, 1929.	Sept. 14, 1928.
Mess pork, new, made since Oct. 1, '28, bris.	984	781	722
P. S. lard, made since Oct. 1, '28, lbs.	75,322,720	80,097,407	80,404,637
P. S. lard, made Oct. 1, '27, to Oct. 1, '28,	118,000	208,000	1,134,000
Other kinds of lard, lbs.	15,980,773	16,865,064	9,332,618
S. R. sides made since Oct. 1, '28, lbs.	477,910	737,951	1,144,299
D. S. clear bellies, made since Oct. 1, '28, lbs.	22,719,900	29,258,955	21,151,073
D. S. rib bellies, made since Oct. 1, '28, lbs.	3,546,763	3,671,277	3,067,536
Ex. S. C. sides, made since Oct. 1, '28, lbs.	170,511	142,404	148,745

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on September 1, 1929, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Sept. 1, 1929.	Sept. 1, 1928.	5-yr. av., Sept. 1, 1929.
Broilers	13,178	9,088	8,506
Fryers	1,529	1,372	.....
Roasters	5,145	3,732	6,548
Fowls	6,006	6,110	6,132
Turkeys	5,876	6,049	5,703
Miscellaneous	16,686	14,448	13,247
Total	49,000	40,749	40,176

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on September 1, 1929, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Sept. 1, 1929.	Sept. 1, 1928.	5-yr. av., Sept. 1, 1929.
Butter, creamery	108,974	136,175	144,574
Cheese, American	86,654	83,006	77,574
Cheese, Swiss	7,493	6,367	6,955
Cheese, brick and Munster	981	2,114	1,920
Cheese, Limburger	1,616	1,491	1,615
Cheese, all other	9,410	7,620	8,108
Eggs, frozen	8,540	9,944	9,504
Eggs, cases	86,685	88,196	60,113

STOCKS IN COLD STORAGE.

The figures on which the chart of storage stocks on this page is based are as follows:

	1925.	1926.	1927.	1928.	1929.
Frozen pork.	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).
S. P. pork.	.....	.....	.....	.....	.....
D. S. pork.	.....	.....	.....	.....	.....
Lard.	.....	.....	.....	.....	.....
Jan.	128,585	390,414	117,982	60,243	.....
Feb.	200,293	443,352	136,478	112,697	.....
Mar.	232,131	494,349	150,679	132,485	.....
Apr.	218,715	496,028	142,660	150,094	.....
May	201,246	467,395	145,548	151,490	.....
June	180,645	425,481	142,292	138,295	.....
July	168,527	407,610	162,618	145,019	.....
Aug.	131,835	373,227	104,374	143,924	.....
Sept.	88,078	339,150	152,555	114,724	.....
Oct.	54,455	284,582	128,288	71,338	.....
Nov.	30,174	255,584	106,204	36,640	.....
Dec.	26,995	200,641	96,995	38,311	.....
Frozen pork.	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).
S. P. pork.	.....	.....	.....	.....	.....
D. S. pork.	.....	.....	.....	.....	.....
Lard.	.....	.....	.....	.....	.....
Jan.	57,960	294,642	119,617	42,478	.....
Feb.	98,311	319,726	138,005	64,187	.....
Mar.	120,115	345,061	144,071	76,145	.....
Apr.	120,250	340,049	151,296	85,108	.....
May	124,569	335,905	140,324	95,305	.....
June	117,390	320,305	138,801	106,824	.....
July	120,707	334,305	148,164	120,527	.....
Aug.	133,104	340,087	168,882	153,572	.....
Sept.	119,094	330,326	172,766	151,233	.....
Oct.	77,078	293,100	143,572	105,558	.....
Nov.	49,370	257,726	98,521	72,555	.....
Dec.	55,294	267,787	67,000	46,826	.....
Frozen pork.	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).
S. P. pork.	.....	.....	.....	.....	.....
D. S. pork.	.....	.....	.....	.....	.....
Lard.	.....	.....	.....	.....	.....
Jan.	97,850	306,904	98,203	49,992	.....
Feb.	149,808	352,051	86,305	69,495	.....
Mar.	177,876	392,042	101,156	77,103	.....
Apr.	193,343	418,724	124,714	92,090	.....
May	204,608	435,967	129,637	99,011	.....
June	211,496	432,492	143,002	111,775	.....
July	220,085	444,778	167,248	140,250	.....
Aug.	214,428	440,752	185,903	179,029	.....
Sept.	180,979	407,511	173,121	167,300	.....
Oct.	126,887	341,490	140,417	118,174	.....
Nov.	76,788	290,261	100,046	71,609	.....
Dec.	65,040	277,882	77,145	45,063	.....
Frozen pork.	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).	Lbs. (000 omitted).
S. P. pork.	.....	.....	.....	.....	.....
D. S. pork.	.....	.....	.....	.....	.....
Lard.	.....	.....	.....	.....	.....
Jan.	105,221	370,442	119,497	83,780	.....
Feb.	263,707	460,206	159,709	121,554	.....
Mar.	322,542	496,473	177,867	164,755	.....
Apr.	323,403	496,322	178,012	184,506	.....
May	306,951	480,069	173,652	173,088	.....
June	289,825	459,878	169,093	180,073	.....
July	285,720	453,843	174,909	214,466	.....
Aug.	245,714	408,068	164,473	204,830	.....
Sept.	174,208	352,639	155,990	178,226	.....
Oct.	103,749	285,553	128,904	126,810	.....
Nov.	66,049	264,317	101,173	82,432	.....
Dec.	60,595	293,712	101,183	67,016	.....

Provision and Lard Markets

WEEKLY REVIEW

Market Heavy—New Lows Made—Demand Moderate—Shippers Buying Hogs.

The action of the market for hogs and hog products during the past week has again been disappointing, with prices down to the low of the season and demand not materially affected by the decline. The situation shows that there is a supply of hogs and products which temporarily is more than the trade can absorb, and under the influence of these conditions the tendency has been against values.

The mid-month stock of lard showed a decrease of about 6,000,000 lbs. compared with September 1, but is about unchanged compared with last year. The stock of clear bellies showed a decrease of about 6,500,000 lbs., but is still a little in excess of last year. The shipment of product has been fair, with a distinct increase the past week in the shipment of fresh meat compared with last year, but an almost corresponding decrease in cut meats and a decrease of over 3,000,000 lbs. of lard in the Chicago movement.

The hog receipts have been fairly good. The total the past week at the principal points was 386,000, against 353,000 the previous week and 312,000 last year. There was a small increase in the cattle receipts compared with last week, but a decrease of 30,000 compared with a year ago. Sheep receipts also increased slightly for the week, but were 60,000 less than last year for the corresponding week.

Hog Receipts Increase.

Hog prices have felt the influence of the action of the products market and of the hog movement. Prices showed considerable heaviness, steadying a little with the development of a fairly good shipping demand.

The August statement of the receipts of livestock at 66 markets showed a decrease in the receipts and slaughter of cattle compared with last year, a decrease in the receipts and slaughter of calves, but an increase in the receipts and slaughter of hogs, and an increase in the receipts and slaughter of sheep. There was a decrease in the stocker and feeder shipments of cattle and calves and only a slight change in the shipments of hogs. There was a distinct increase in the shipment of sheep and lamb.

This may have been due to the range conditions. The report of the U. S. Department of Agriculture, covering 17 states, showed range feed in the Western States short and dry following the lack of moisture during the summer, but the livestock was generally in good condition according to the monthly report.

The average condition of the ranges was poorest in Montana, North Dakota, Oklahoma, Texas, Washington, Idaho and California, and best in Utah, Arizona and Nebraska. The average condition of the ranges was surprisingly good, however, with a general condition

of 83 against 87 last year and 85.9, a ten-year average. The condition of cattle was 87 against 92 last year; sheep, 90 against 91 last year and a 10-year average of 85.8.

Meat Stocks Larger.

The monthly report showed a total of meat for all kinds of 848,053,000 lbs., compared with 771,659,000 lbs. last year and a 5-year average of 776,905,000 lbs. This increase of 77,000,000 lbs. over last year is a possible reflection of the rather disappointing demand for product considering the total decrease in the movement of hogs this year to date.

Exports show a fairly maintained average with the total of lard for this year making a gain of 38,000,000 lbs. over a year ago, almost entirely in the shipments to Germany. Bacon shows an increase of 7,000,000 lbs. due to the increase in the exports to the United Kingdom. There has been a decrease of 6,000,000 lbs. in the shipments of ham and shoulders, the decrease being due to the falling off in the United Kingdom shipments.

PORK—The market was quiet but steady at New York. Mess was quoted at \$30.50; family, \$37.50; fat backs, \$24.00@26.50.

LARD—A fair domestic trade but a rather quiet export market was reported. At New York, prime western was quoted at \$12.20@12.30; middle western, \$12.10@12.20; city, 11½¢; refined continent, 12½¢; South America, 13½¢; Brazil kegs, 14½¢; compound, car lots, 11½¢; less than car lots, 11½¢.

At Chicago, regular lard in round lots was quoted at September price; loose lard, 25¢ under September; leaf lard, 15¢ under September.

BEEF—Demand was fair and the market firmly held. At New York, mess was quoted at \$26.00; packet, \$26.00@27.00; family, 28.00@29.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2 6 lbs., South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 40 for later markets.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended Sept. 14, 1929, with comparisons:

	Week ended Sept. 14.	Prev. week.	Cor. week 1928.
Western dressed meats:			
Steers, carcasses	2,145	2,162	2,126
Cows, carcasses	1,839	1,652	1,881
Bulls, carcasses	41	32	23
Veals, carcasses	1,308	964	1,065
Lambs, carcasses	18,122	17,362	15,066
Mutton, carcasses	1,450	1,208	1,031
Pork, lbs.	351,400	387,279	201,258
Local slaughters:			
Cattle	1,773	1,100	1,797
Calves	1,777	1,371	1,489
Hogs	3,894	9,204	10,365
Sheep	2,286	6,557	5,974

Watch the "Wanted" page for opportunities.

Packers' Provision Stocks

Provision stocks as of September 14, 1929, as reported to the Institute of American Meat Packers by 88 companies (including 22 of the 25 largest), representing about 75 per cent of the industry, are summarized as follows:

Total stocks of pork, cured, curing, and frozen for cure, including lard, were 10.4 per cent less than two weeks before; 9.6 per cent more than a year ago.

Total stocks, excluding lard, were 9.6 per cent less than two weeks before; 13.5 per cent more than a year ago.

Stocks of pork products, including lard, decreased substantially during the first two weeks in September. Dry salt cuts decreased 5.5 per cent during this period; stocks of sweet pickled and dry cured cuts decreased 8.2 per cent; stocks of frozen cuts decreased 20.5 per cent. Combined stocks of sweet pickled, dry cured, and frozen cuts decreased almost 11 per cent. Lard stocks decreased 14.2 per cent during the two weeks.

These decreases, while considerable in amount, are evidently less than the reductions which took place in this same period a year ago. Total stocks continue in excess of those held by packers at this time in 1928. Dry salt cuts are 11.6 per cent above last year; sweet pickled and dry cured cuts 18.6 per cent above last year; frozen cuts 1.0 per cent below a year ago. Combined stocks of sweet pickled and frozen cuts are 14.1 per cent greater than a year ago. Lard stocks of reporting members, however, are now lower than last year by 6.7 per cent.

Practically all items show declines during the past two weeks, dry salt bellies registering the smallest change. As compared with last year, regular ham stocks are lower, pickled and dry cured bellies about the same, and skinned hams, picnics, and other cuts, from 30 to 50 per cent higher. The stock of dry salt fat backs is also much heavier than last year.

Hog Slaughter.

Federally inspected hog slaughter at 9 principal markets for the two weeks ended September 15, 1929, was 710,000 head and for the same period of 1928, 472,000 head.

This is an increase of 50 per cent over last year. Receipts at 20 markets, however, show an increase of only 25 per cent for the same period. From the two sets of figures, it may be estimated that total federally inspected slaughter for the first half of September was about 1,500,000 head.

Total federally inspected hog slaughter for the hog year to date (November 1 to September 13, inclusive) was approximately 43,600,000 head and for the same period of the previous year, 43,000,000 head.

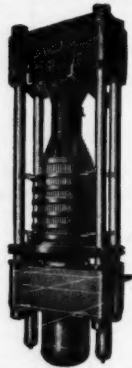
Official figures show August hog slaughter to have been 3,130,000 head against an estimate of 3,300,000 in a previous bulletin of the Institute. The

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corrected figure has been used in the total shown above. Total federally inspected slaughter for this year to date has apparently been about 1½ per cent greater than in the same period of 1928.

The seasonal decrease in stocks of provisions, which showed signs of being interrupted in the last two weeks of August, went forward in something like normal fashion during the first two weeks in September. During recent years September has usually shown a decline in total stocks of approximately 20 per cent. In spite of an extraordinarily heavy run of hogs during the last two weeks—apparently at least one-third more than the usual number for this period—there has evidently been a decrease in total stocks throughout the country of some 65,000,000 or 70,000,000 lbs. since September 1, or a little less than 10 per cent of the total on hand at the beginning of the month. This indicates a continuance of the strong consumptive demand which has been evident for some time.

While the downward tendency in inventories is a noteworthy feature, in view of the large supplies of livestock which have come to market this summer, it is equally worthy of note that total stocks are now substantially heavier than last year at this time and probably greater than at the middle of September in any recent year except possibly 1927. It is clear that there must be further large decreases in stocks during the next six weeks if they are to reach their normal low point of around 400,000,000 lbs. by October 31.

Provision stocks at the middle of September, as reported to the Institute of American Meat Packers, were:

(Figures in thousands of pounds, 000 omitted.)

	Sept. 14, 1929.	Aug. 31, 1929.	Sept. 15, 1928.
Dry Salt Meats.			
Bellies	82,513	82,838	79,384
Fat backs	19,861	22,356	12,754
All other dry salt cuts	17,586	21,743	15,363

Total Dry Salt Meats. 119,960 126,937 107,501

Sweet Pickle and Dry Cured Meats (cured and in cure).

Regular hams	77,885	87,608	78,641
Skinned hams	92,074	98,536	65,305
Picnics	26,768	30,588	18,974
Bellies	58,508	61,288	52,511
All other S.P. and D.C.	17,869	10,525	14,541

Total Sweet Pickle and Dry Cured Meats. 273,104 297,005 230,272

Green Frozen Meats (for cure).

Regular hams	2,157	2,888	3,982
Skinned hams	1,952	1,671	1,949
Picnics	3,054	3,873	427
Bellies	53,945	67,924	58,902
All other pork frozen for cure (not incl. pork loins, etc.)	6,115	8,188	3,545

Total Frozen Meats. 67,223 84,544 67,908

Total All Meat Cuts. 460,287 500,086 405,681

Lard 90,122 105,005 96,538

Grand Total, Incl. Lard. 550,409 614,091 502,219

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Sept. 14, 1929, with comparisons:

	Week ended Sept. 14, 1929.	Prev. week, 1928.	Cor. week, 1928.
Westn. dresd. mts:			
Steers, carcasses	8,543	7,490	6,727
Cows, carcasses	833	638	647
Bulls, carcasses	18	32	72
Veals, carcasses	7,264	7,079	5,950
Lambs, carcasses	25,195	21,297	20,169
Mutton, carcasses	4,193	4,545	2,593
Beef cuts, lbs.	334,138	279,494	141,802
Pork cuts, lbs.	1,659,684	1,439,205	919,431
Local slaughters:			
Cattle	8,905	7,840	9,951
Calves	15,526	12,276	13,594
Hogs	43,471	36,482	40,446
Sheep	68,539	60,402	68,794

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 14, 1929:

	Week ended Sept. 14, 1929.	Prev. week, 1928.	Cor. week, 1928.
Western dressed meats:			
Steers, carcasses	2,493	2,298	1,841
Cows, carcasses	951	934	1,235
Bulls, carcasses	423	363	375
Veals, carcasses	1,192	1,402	1,907
Lambs, carcasses	11,119	9,414	9,727
Mutton, carcasses	1,529	1,595	1,315
Pork, lbs.	376,543	325,757	314,195
Local slaughters:			
Cattle	1,363	1,518	1,470
Calves	2,129	2,228	1,852
Hogs	15,473	13,512	14,452
Sheep	7,093	5,646	8,016

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Sept. 14, 1929, are reported as follows:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended Sept. 14, 1929.	Sept. 15, 1929.	Sept. 16, 1929.	Jan. 1, '29 to Sept. 14, 1929.
Total	1,490	1,244	1,168	93,706
To Belgium	20	13	...	971
United Kingdom	1,145	1,163	1,062	74,146
Other Europe	5	...	...	1,147
Cuba	29	...	9	5,037
Other countries	291	68	97	12,405

BACON, INCLUDING CUMBERLANDS.

Total	2,110	1,949	2,871	104,367
To Germany	115	13	733	8,524
United Kingdom	989	1,246	1,123	40,573
Other Europe	942	202	807	33,993
Cuba	13	45	21	9,528
Other countries	51	143	97	6,079

LARD.

Total	9,702	9,807	13,757	554,140
To Germany	2,686	2,641	7,558	142,308
Netherlands	1,063	506	786	29,391
United Kingdom	2,523	4,126	3,512	166,777
Other Europe	1,252	291	573	60,604
Cuba	1,321	1,068	866	55,549
Other countries	857	1,265	462	99,620

PICKLED PORK.

Total	278	463	340	28,736
To United Kingdom	34	65	76	4,978
Canada	291	232	174	6,976
Other countries	43	154	11	14,171

TOTAL EXPORTS BY PORTS.

	Week ended Sept. 14, 1929.	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,490	2,110	9,702	278	55
Detroit	975	407	608	180	55
Port Huron	433	236	1,260	180	10
Key West	9	...	857	33	...
New Orleans	51	20	1,321	...	...
New York	22	1,447	5,637	...	...
Philadelphia	...	...	19	...	...

DESTINATION OF EXPORTS.

	Week ended Sept. 14, 1929.	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:					
United Kingdom (Total)	1,145	1,163	1,062	74,146	1,147
Liverpool	567	567	567	816	99
London	183	183	183	70	29
Manchester	70	70	70	22	45
Glasgow	202	202	202	2,686	2,653
Other United Kingdom	123	123	123	33	...
Exported to:					
Germany (Total)	2,686	2,641	7,558	142,308	...
Hamburg
Other Germany

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The situation in tallow in the East the past week was again one of strength, with a fairly good demand in evidence. Sellers were few, and producers continue to hold for better levels. It was estimated that fully 300,000 lbs. of extra f. o. b. N. Y. sold at 8½¢, a new high for the move. This was followed by reports of sales at 8¼¢ f. o. b.

This buying appeared to have again placed producers in a well sold-up position, and the fact that consuming interest continued in the market at the advance was taken as indicating the necessity of securing further supplies. In some quarters, however, there was a tendency to feel that the recent steady upturn had discounted the bullishness in the situation to a great extent, but it was admitted that until there is an accumulation of supplies in sellers' hands the situation would continue a strong one.

Other soapers' materials were firmer but did not appear as strong as tallow as the former are in more plentiful supply. Sellers of soapers' materials generally, however, were not inclined to press supplies on the market.

At New York, special was quoted at 7½¢; extra, 8¼¢; edible, at 9¼¢.

At Chicago, a good demand developed over the week-end, and the market was strong, with some round lots changing hands. Cincinnati, St. Louis and Kansas City were reported to have bought. At Chicago, edible was quoted at 9¼¢; fancy, 9@9½¢; prime packer, 8¼¢; No. 1, 8¢; and No. 2, 7½¢@7¼¢.

There was no auction at London this week. At Liverpool, Australian tallow was unchanged. Fine was quoted at 41s 3d and good mixed at 39s 3d.

STEARINE—A moderate routine interest was noted in this market at New York, but offerings were light and firmly held. Oleo was quoted at 11¢. At Chicago, the market was quiet but strong, with a scarcity of selling pressure. Oleo was quoted at 10½¢.

OLEO OIL—A better demand and light offerings made for a firmer tone, particularly in the better grades. At New York, extra was quoted at 11¼¢@11½¢; medium, 10½¢@10¾¢; lower grades, 10¢. At Chicago, the market was quiet but firmly held. Extra was quoted at 11¢.

See page 40 for later markets.

LARD OIL—A fair demand and a very steady market following firmness in raw materials featured this oil. At New York, edible was quoted at 15¼¢; extra winter, 14¼¢; extra, 12½¢; extra No. 1, 12¢; No. 1, 11¼¢; No. 2, 11½¢.

NEATSFOT OIL—A better consuming demand was noted, and the market was very steady. Pure New York was quoted at 14¼¢; extra, 12½¢; No. 1, 12¢; cold test, 18½¢.

GREASES—While the market for greases was none too active, a fair

volume of trade was reported during the week and the tone in general was stronger. The market was influenced somewhat by new highs for the move in tallow, a little more soapers' interest and a rather firm tone in general in the soapers' materials market. Offerings were not pressed, sellers in greases maintaining rather firm ideas.

At New York, superior house sold at 7¼¢, while there was some business in the lower grades. The demand did not appear as strong as that in tallow, but the latter market furnished considerable encouragement to grease producers. At New York, superior house was quoted at 7¼¢; lower grades, 7@7½¢; yellow and house, 7½¢@7¾¢; A white, 7½¢@7¾¢; choice white, 8¼¢@9¢.

At Chicago, a better demand and a stronger market was noted in greases, with choice white loose, 8½¢ bid f. o. b. Chicago in round lots. At Chicago, brown was quoted at 7½¢@7¾¢; yellow, 7½¢@7¾¢; B White, 7½¢@7¾¢; A white, 8¢.

By-Products Markets

Chicago, Sept. 19, 1929.

Blood.

The market on blood is easy, and little trading of any consequence taking place. The market is nominally \$4.85@5.00 per unit of ammonia, Chicago.

Unit Ammonia.

Ground and unground.....\$4.85@5.00

Digester Feed Tankage Materials.

Market on digester feeding tankage is strong, good volume of trading reported, mostly at \$5.25 & 10¢, f.o.b. Chgo. Special feeding steam bone meal in good demand.

Unit Ammonia.

Ground, 11½ to 12% ammonia...\$ 5.25@ 5.35 & 10
Unground, 11½ to 12% ammonia...5.10@ 5.25 & 10
Ground, 6 to 8% ammonia.....4.60@ 4.85 & 10
Unground, 6 to 8% ammonia.....4.40@ 4.65 & 10
Liquid stick.....5.85@ 4.10
Steam bone meal, special feeding,
per ton.....42.00@45.00

Fertilizer Materials.

Very good business reported in fertilizer materials; inquiry also strong with good movement of stocks. Prices are unchanged.

Unit Ammonia.

High grd. ground, 10@11% am..\$ @ 3.75 & 10
Low grd. and ungr., 6-9% am.. @ 3.50 & 10
Hoof meal.....3.50@ 3.75
Bone tankage, low grd., per ton 24.00@25.00

Bone Meals (Fertilizer Grades).

Bone meal situation remains steady and quiet; prices unchanged from previous quotations.

Per Ton.

Raw bone meal.....\$50.00@55.00
Steam, ground, 3 & 50.....31.00@32.00
Steam, unground, 3 & 50.....29.00@31.00

Cracklings.

Demand for cracklings has improved substantially in past week. Sales reported in good volume, demand generally better, on basis \$1.15 to \$1.20, Chicago and Mid-West, per unit protein content.

Per Ton.

Hard pressed and exp. unground, per unit protein.....\$ 1.15@ 1.20
Soft prod. pork, ac. grease & quality 75.00@80.00
Soft prod. beef, ac. grease & quality 55.00@60.00

Gelatine and Glue Stocks.

Gelatine and glue stocks market continues strong, with supplies light, little offered and good trading reported by those who have product to sell.

Per Ton.

Kip and calf stock.....\$38.00@42.00
Hide trimmings.....30.00@33.00
Horn piths.....42.00@43.00
Cattle jaws, skulls and knuckles.....46.00@47.00
Sinews, plizles.....36.00@37.00
Pig skin scraps and trim., per lb.....@5¢

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$75.00@150.00
Mfg. shin bones.....50.00@120.00
Cattle hoofs.....45.00@47.00
Junk bones.....27.00@28.00
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Very quiet market for animal hair at present, with moderate trading reported during the past week. Prices more or less nominal.

Coil and field dried.....2 @ 2½¢
Processed grey, summer, per lb.....4 @ 5¢
Processed grey, winter, per lb.....6 @ 6¼¢
Cattle switches, each*.....4½¢ @ 5¼¢

*According to count.

FRENCH FERTILIZER DUTIES.

Fertilizer ingredients which may be imported into France exempt from the 3.50 per cent ad valorem sales tax normally levied include the following: Dried blood, fish scrap, waste and dust of wool, nitrate of soda, sulphates of ammonia, etc. Bones are exempt from the normal 2 per cent ad valorem sales tax also, but in both cases the importer must prove by written declaration that he is a manufacturer or producer of the product imported.

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Chicago, Illinois

HAMMOND'S Mistletoe MARGARINE

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)
New York, Sept. 18, 1929.—Extra tallow, f.o.b. seller's plant, 8½¢@8¼¢ lb.; Manila coconut oil, tanks, New York, 7½¢ lb.; Manila coconut oil, tanks, coast, 6½¢@7¢ lb.; Cochin coconut oil, barrels, New York, 9@9½¢.

P. S. Y. cottonseed oil, barrels, New York, 10¼¢@10½¢ lb.; crude corn oil, barrels, New York, 9½¢@10½¢ lb.; olive oil foots, barrels, New York, 9@9½¢ lb.; 5 per cent yellow olive oil, barrels, New York, \$1.05@1.10 gal.

Crude soya bean oil, barrels, New York, 12½¢@13¢ lb.; palm kernel oil, barrels, New York, 9@9½¢ lb.; red oil, barrels, New York, 11@11½¢ lb.; Nigre palm oils, casks, New York, 7½¢@7¾¢ lb.; Lagos palm oil, casks, New York, 8¼¢@8½¢ lb.; glycerine soaplye, 6½¢@7¢ lb.; glycerine, C. P., 13¼¢@14¢ lb.; glycerine, dynamite, 10½¢ lb.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)
New York, Sept. 18, 1929.—During the past week trading in both fertilizer and feeding materials has been on a limited scale with not much change in prices.

Some ground fertilizer tankage sold at \$4.35 and 10c, basis f. o. b. New York, which is about today's asking price for such limited quantities as are being offered.

Domestic ground dried blood is being held at about \$4.40 per unit, f. o. b. New York, but can probably be purchased a little lower price on a firm bid. Sales of South American, were made at \$4.40@4.50 per unit, c. i. f. Atlantic ports for September shipment from South America and one seller is now holding firm at \$4.65 c. i. f.

Unground dried fish scrap remains unchanged in price, with the last sale

being made at \$3.65 and 10c f. o. b. fish factories, Chesapeake Bay.

Foreign whale guano is being offered in very limited quantities at \$5.00 and 10c c. i. f. United States ports.

GERMAN CAKE AND MEAL.

Imports and exports of cake and meal into and from Germany for the first seven months of 1929 compared with the same period last year, are given by the U. S. Department of Commerce as follows:

	IMPORTS.		EXPORTS.	
	Jan.-June, 1929.	Jan.-June, 1928.	Jan.-June, 1929.	Jan.-June, 1928.
Cocoanut	50,507	43,222	53,273	40,333
Cottonseed	45,786	42,675	37,041	47,810
Peanut	75,098	78,046	86,695	82,504
Hempseed	1,423	1,256		
Linseed	48,577	44,705		
Palm kernel	11,200	8,638		
Rapeseed	5,062	4,888		
Soya bean	16,550	12,318		
Sunflower seed	23,852	24,904		
Other	8,885	5,942		
Total	286,626	286,078		

Sunflower seeds	638	7,043
Cocoanut	23,280	
Cottonseed	4,917	
Hempseed	302	34,609
Palm kernel	7,894	
Rapeseed	2,439	
Other	1,346	
Total	218,935	212,389

COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the 12 months ended July 31, 1929, according to the U. S. Census Bureau, with comparisons, were as follows:

	1929.	1928.
Oil, crude, lbs.	20,627,975	48,412,678
Oil, refined, lbs.	8,428,951	10,374,082
Cake and meal, tons	298,233	309,164
Linters, running bales	186,211	193,232

HULL OIL MARKET.

Hull, England, Sept. 18, 1929.—(By Cable.)—Refined cottonseed oil, 37s; Egyptian crude cottonseed oil, 34s 6d.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for twelve months ended August 31, 1929, compared to a year ago, as reported by the U. S. Census Bureau:

State.	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Aug. 31, 1929.	Aug. 1 to Aug. 31, 1928.	Aug. 1 to Aug. 31, 1929.	Aug. 1 to Aug. 31, 1928.	Aug. 1 to Aug. 31, 1929.	Aug. 1 to Aug. 31, 1928.
United States	239,538	175,643	121,769	74,116	159,109	123,499
Alabama	14,100	693	7,812		7,470	806
Georgia	26,475	2,906	14,893	771	12,179	2,699
Louisiana	22,804	2,900	13,177	1,082	14,695	2,025
Mississippi	22,505	1,045	10,862	3,881	18,799	1,183
Texas	149,417	166,400	72,118	95,559	97,153	114,035
All other	4,237	1,549	2,912	2,853	8,804	2,771

*Includes seed destroyed at mills but not 41,340 tons and 21,972 tons on hand Aug. 1, nor 2,847 tons and 598 tons reshipped for 1929 and 1928, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	On hand Aug. 1, 1929.	Produced Aug. 1 to Aug. 31, 1929.	Shipped out Aug. 1 to Aug. 31, 1929.	On hand Aug. 31, 1929.
Crude oil (pounds)	19,094,374	35,453,136	25,400,802	*29,232,189
Refined oil (pounds)	20,350,682	20,913,907	23,418,819	15,260,818
Cake and meal (pounds)	358,319,698	**24,375,559		1234,921,827
Cake and meal (running bales)	358,319,698	21,911,582		294,494,979
Hulls (tons)	80,914	56,311	85,498	51,727
Hulls (tons)	32,648	35,101	49,034	18,715
Linters (tons)	65,494	32,310	39,693	58,051
Linters (tons)	29,291	20,372	22,650	27,013
Linters (running bales)	74,040	20,308	45,652	55,357
Hull fiber (500-lb. bales)	45,994	14,680	16,955	41,005
Grabboth, notes, etc. (500-lb. bales)	1,848	2,751	3,008	1,596
	2,775		794	1,981
	8,820	1,017	3,277	6,560
	1,903	708	1,441	1,170

*Includes 3,967,800 and 4,104,492 pounds held by refining and manufacturing establishments and 4,156,570 and 4,135,420 pounds in transit to refiners and consumers August 1, 1929, and August 31, 1929, respectively.

**Includes 5,506,926 and 4,749,955 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 9,727,216 and 7,949,402 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1929, and August 31, 1929, respectively.

**Produced from 26,719,346 pounds of crude oil

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Prices Steady—Sentiment Mixed—Cash Trade Fair—Government Report Favorable—Cotton Picking Ginning Interrupted—Lard Heavy.

A rather moderate trade and narrow price movements featured cotton oil on the New York Produce Exchange the past week. Commission house operations, as well as professional trading, was more or less mixed and featureless, with a disposition in evidence to go slow pending developments. Mill buying of futures was extremely quiet, as there was little or no pressure of crude oil on the market.

Refiners' brokers were moderate buyers of October, but were on the selling side of the later positions. This was looked upon partly as transferring of hedges to the later months. The ring crowd were first on one side then on the other but on the whole were keeping close to shore although inclined to lean to the bear side.

There was little or nothing in the news that created much enthusiasm in the market. The August consumption was somewhat above expectations, but was offset by larger seed arrivals at the mills than at the same time last year. The weather in the South was such as to cut little figure, although it was reported that rains had delayed picking and ginning somewhat.

The lard market after showing persistent weakness recovered moderately. There was a better tone in hogs and some let-up in the hog run. These, together with a decrease in the Chicago lard stocks of 5,808,978 lbs., the first half of the month, which placed the stock at 91,421,493 lbs., compared with 90,871,255 lbs. the same time last year.

Crude Markets Steady.

Both oil and lard appeared to meet increased offerings on the swells, and it was noticeable in oil that buying power did not readily follow the rallies. However, some of the leading commission houses were advising purchases on a scale down, while others looked upon the situation as without anything of a particularly constructive nature at the moment and therefore, felt that it would be difficult to maintain the present levels.

The crude markets ruled very steady in practically all directions on a basis of 7% @ 7 1/2 c. It was evident that the anticipated increase in mill pressure this week failed to materialize. However, the market is confronted with the question of an increased movement of seed and crude in the near future, and the speculative element, as a result, is inclined to go slow in order to obtain some idea as to what prices seed and crude will bring when they begin to move in volume.

There are many features in the market that have been rehearsed over and over, but which have gone stale as market factors. Some improvement in cash interest was reported during the week, but the demand appeared to be mainly for nearby requirements. The store

stocks at New York on September 15 totaled 6,996 bbls.

Market in a Rut.

Reports indicate that the movement of oil into consuming channels against old orders is still at a good pace, but the fact that there is little or no indication in sight of any shortage of oil supplies served to keep down interest in the consumption from month to month. On the whole the market appears to have fallen into a rut where it will take increased new crop trading to stimulate interest or a return of unfavorable cotton crop conditions.

Cooler temperatures in the grain sections attracted quite a little attention at times, bringing before the trade the realization of a possible frost scare in the South. An early frost might do considerable damage, but the temperatures at no time were sufficiently low to create much apprehension.

The open interest in the nearby positions is believed to be moderate in size. As a result there appears to be little or nothing in that direction to bring about any undue price developments, and it would not be surprising were the market to move over narrow limits, pending increased hedge pressure or a decided improvement in speculative buying power. There are some in the trade who believe that it will be another month or so before hedges will come on the market in volume, while there are others who contend that it is bound to make its appearance sooner or later and that increased buying power is necessary to absorb this prospective selling pressure.

COTTONSEED OIL—Market transactions:

Friday, September 13, 1929.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				900 a	....
Sept.				925 a	970
Oct.				940 a	942
Nov.				940 a	950
Dec.	1200	950	950	950 a	953
Jan.	600	957	955	957 a	....
Feb.				960 a	975
Mar.	600	972	969	972 a	973
Apr.				975 a	985
Total sales, including switches, 2,400 bbls. P. crude S. E. 7% @ 7 1/2 c.					

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 19, 1929.—The market has been comparatively steady, especially for distant months, pending crop developments, but with few commitments. Mills generally are selling crude for nearby shipment only at 7 1/2 c bid, 7 3/4 c asked, with a few sales daily at 7 1/2 c against 7 3/4 c earlier in the week. Prime bleachable loose for immediate shipment in good demand at 8 1/2 c New Orleans. Futures dull in absence of hedge selling. As additional mills start up for season, increased offerings are expected, with lower prices unless crop news proves unfavorable.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 19, 1929.—Crude oil very dull; 7 1/2 c bid Valley; forty-one per cent meal, \$40.50; Memphis; loose cottonseed hulls, \$5.00 @ 6.00. Weather cool and clear.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 19, 1929.—Prime cotton seed, \$34.00; prime crude oil, 7 1/2 c; forty-three per cent cake and meal, \$42.00; hulls, \$10.00; mill run linters, 3 1/4 @ 4c.

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.
New York City, N. Y.

BROKERS

COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

FOUR

DELIVERY POINTS

Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.
Dallas, Tex. at 35 points off basis.

Houston, Tex. at 35 points off basis.

Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

Saturday, September 14, 1929.

Spot	.....	900	a	.....
Sept.	.....	925	a	965
Oct.	800 938 937	938	a	.....
Nov.	.....	935	a	945
Dec.	900 948 946	948	a	.....
Jan.	700 952 950	952	a	955
Feb.	.....	955	a	970
Mar.	800 969 966	969	a	.....
Apr.	.....	970	a	985

Total sales, including switches, 3,200 bbls. P. crude S. E. 7% @ 7 1/4 c.

Monday, September 16, 1929.

Spot	.....	900	a	.....
Sept.	.....	920	a	950
Oct.	400 936 935	936	a	.....
Nov.	.....	935	a	945
Dec.	1600 950 941	942	a	945
Jan.	500 952 949	948	a	952
Feb.	.....	950	a	965
Mar.	2400 970 964	966	a	.....
Apr.	.....	970	a	982

Total sales, including switches, 4,900 bbls. P. crude S. E. 7% c bid.

Tuesday, September 17, 1929.

Spot	.....	925	a	.....
Sept.	.....	925	a	950
Oct.	1900 942 940	937	a	940
Nov.	.....	935	a	947
Dec.	700 950 947	947	a	.....
Jan.	200 954 954	952	a	953
Feb.	.....	955	a	967
Mar.	4300 973 970	968	a	970
Apr.	.....	972	a	985

Total sales, including switches, 7,100 bbls. P. crude S. E. 7% c bid.

Wednesday, September 18, 1929.

Spot	.....	925	a	.....
Sept.	.....	925	a	.....
Oct.	200 940 940	936	a	940
Nov.	.....	935	a	948
Dec.	400 948 947	947	a	.....
Jan.	2200 957 954	953	a	955
Feb.	.....	955	a	970
Mar.	1000 973 970	971	a	.....
Apr.	.....	975	a	985

Total sales, including switches, 3,800 bbls. P. crude S. E. 7% c sales.

Thursday, September 19, 1929.

Spot	.....	900	a	.....
Sept.	.....	925	a	.....
Oct.	.....	938	a	942
Nov.	.....	935	a	946
Dec.	.....	947	a	.....
Jan.	.....	954	a	954
Feb.	.....	955	a	970
Mar.	.....	971	a	971
Apr.	.....	973	a	983

See page 40 for later markets.

COCOANUT OIL—The market was rather quiet the past week. Buyers, evidently, were not inclined to follow the advance of the previous week, but values were maintained owing to firmness in copra and the better feeling in competitive quarters. At New York, tanks were quoted at 6% @ 7 1/4 c, while Pacific coast tanks were quoted at 6% @ 6% c depending upon position.

CORN OIL—The market was moderately active, but the tone was firm. Prices were quoted at 8% c f.o.b. mills.

SOYA BEAN OIL—The position in this market was more or less nominal, reports indicating that available supplies have been cleaned up. At New York, barrels were quoted at 12c; tanks, 11c; Pacific coast tanks, 10c.

PALM OIL—Consumers' interest in this market was rather quiet, but the

undertone was firmer as a result of the strength abroad, the upturn in tallow and the lack of pressure of offerings. At New York, the market was more or less nominal. Spot Lagos was quoted at 7% c; shipment Lagos, 7% c; spot Nigre, 7 1/2 @ 7% c; shipment Nigre, 7% c.

PALM KERNEL OIL—While business was quiet there was some talk of a little better inquiry and the market ruled steady. New York tanks were quoted at 7% @ 7 1/2 c and packages at 8% c.

OLIVE OIL FOOTS—With demand rather slow, the market continued in a barely steady position. Spot foots New York were quoted at 8% @ 8 1/2 c; shipment foots, 8% @ 8 1/2 c.

RUBBERSEED OIL—Offerings were light and the market firmer. November-December shipment was quoted at 8c New York.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Store oil demand at New York was quiet, but prices were steadily held at 1/4 c over October. The store stocks at New York on September 15 totaled 6,996 bbls. Crude oil was quoted at 7% @ 7 1/4 c.

NEW ORLEANS OIL TRADING.

(Special Report to The National Provisioner.)

New Orleans, La., Sept. 17, 1929.—The issuance of the consumption report, amounting to 319,433 barrels, was the cause of a short-lived flurry. Lard is steadier, but inclined to be weak, and cotton speculators are not confident that they can hold their ground as the cotton statistical position has more possibilities than the cottonseed oil. Traders are neglecting the latter.

Switches from October to December are being made at 20 points, to January at 28 points and to March at 45 points. The September position is not yet fully liquidated and each side is waiting for the other to move first.

September 24 is last notice day for September contracts and September 25 is first notice day for October contracts. Transfers will probably continue at just about present differences.

So little oil from the new crush has been received that it is difficult to express an opinion about quality, but complaints have been negligible and most of the oil has been of the grade usually encountered in early receipts.

The continued rains are certainly not going to help the quality of oil to be crushed. And, if it turns out that the proportion of soap stock is greater than normal, the supply of good quality of cottonseed oil would be reduced. This should make traders anticipate a spring demand for New Orleans cottonseed oil. Futures contracts due to the good quality which only can be delivered thereon.

It seems the general belief among the cotton trade is that the crop of cotton is just about in line with the last official estimate and with a total supply of 19,000,000 bales in sight, and a recognition that about 4,000,000 bales is the irreducible minimum possible carry-over, the consumption of cotton will be limited to 15,000,000 bales this season against 16,309,000 bales the past season. Certainly, there is possibility of an advance in cotton values.

Farmers Favorable to Modification of Packers Consent Decree

The views of more than 150 farm organizations or groups as to the desirability of modification of the packers consent decree were presented to the U. S. Department of Agriculture either orally or in writing, in response to the invitation sent to some 300 agricultural organizations for an expression of opinion as to modification.

The views and expressions of these agricultural organizations have been submitted both in person and in writing to a committee appointed to determine the farmers' attitude.

According to figures made available by the U. S. Bureau of Agricultural Economics, 18 witnesses representing 32 farm organizations appeared at the five-day hearing which ended on September 7. All of these witnesses testified either for a complete vacation of the decree or for its modification.

Approximately 145 written statements or briefs have been filed with

the committee, according to the figures made public, 12 of which were filed by nonagricultural groups.

One hundred thirteen statements favoring vacation or modification of the decree have been filed by farm groups. Twelve statements of agricultural organizations were filed opposing any modification whatsoever.

Eight organizations submitted written statements indicating a neutral position on the subject. Of the 12 statements from nonagricultural groups, 11 favor a modification, while 1 is opposed to any change in the decree.

The record of the hearing before the department has been closed, the last day for filing briefs having been September 16. The position and views of the farm organizations will be transmitted to the Department of Justice for its guidance in any action to be taken relative to the stand of the government on the petitions of the packers.

STERILIZING WITH POWER SPRAY.

(Continued from page 27.)

device has been placed in use in the Chicago plant of Armour and Company.

Essentially the machine consists of a heavily-constructed hand truck, on which are mounted a compressor and an air storage tank in a hardwood box, and a paraffined, white oak barrel of 31½ gal. capacity, in which the sodium hypochlorite solution is contained. All of the fittings which come in contact with the solution are of brass.

The compressor is operated by a ½-horsepower motor, the power for which is taken from the lighting circuit, through 100 ft. of cord carried on a reel in the box.

The compressor governor is set to maintain a pressure of 30 lbs. in the air storage tank. This pressure, it has been determined, gives the correct air volume and velocity to obtain a spray of the greatest covering capacity with the least expenditure of sodium hypochlorite. A special nozzle is used to obtain the kind of spray desired.

In operation this spraying unit is hauled by hand to the location where it is to be used, the electrical connection made and the compressor started. When the air pressure has built up to the working pressure, the spray is ready to be operated.

Comparative Cost of Handling.

This company finds this method of applying sodium hypochlorite both economical and efficient. Formerly, with hand pumps two workmen were re-

quired—one to operate the pump and the other to handle the spray. With this power-operated spray one man can do the work in about half the time formerly required. And because a finer spray is obtained, the coverage is more thorough and better results obtained with the use of a smaller quantity of hypochlorite.

The apparatus occupies a floor space 4 ft. 4 in. by 2 ft. 8 in., and has an over-all height of 4 ft. 6½ in. It can be transported easily from department to department by one man.

MOTOR TRUCK METHODS.

(Continued from page 24.)

lieve that keeping fully aware of all mechanical developments is necessary and profitable to traffic departments—are with the relay-tractors with trailers. We are trying them out, and with considerable expectations. But I cannot give you any results or conclusions just yet.

"Scarcely too much stress can be laid upon the modernization of equipment, or upon the value of appearances.

"You will see that our trucks are good advertising for us wherever they are seen in the streets or on the roads. We keep them clean and bright.

"We don't think that saving paint is good economy. A handsome, modern-looking, shining truck tells the world that its owner is up and coming. Nine times out of ten the goods inside the truck for delivery will be in the same class of excellence—or otherwise—as the truck itself. The world is likely to think so, anyhow. An attractive truck is bang-up advertising."

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

U. S. CHAIN STORE INQUIRY.

In connection with its chain store inquiry the Federal Trade Commission plans to undertake field work on a large scale in the near future in connection with the study of retail prices and margins. The inquiry is being made as the result of a congressional resolution directing inquiry into chain store practices and a comparison of chain store methods and those of other types of distributors. The Commission reports that a vast amount of work is being required to obtain an adequate response to schedules sent out.

CHAIN STORE NOTES.

Since January 1, 1929, the Kroger Grocery & Baking Co. has acquired 240 stores. The latest acquisition consists of 27 stores, bought for cash. Fourteen of these stores were purchased from the Patterson Wholesale Grocery Co., Harrisburg, Ill., and 13 of the Piggly-Wiggly-Roanoke Co., Roanoke, Va.

The Economy Grocery Stores Corporation are offering 20,000 shares of additional stock at \$30 a share on the basis of one new share for each five held to stockholders of record of Oct. 3. The stock will be issued Oct. 24.

Net earnings for the fiscal year ended June 30th for the National Baking Company were \$316,488, or \$1.31 a share on 159,291 common shares, compared with \$152,122 or 28c a share, in the preceding fiscal year. Current assets on June 30 were \$1,317,155 and current liabilities were \$190,685 or a ratio of 6.8 to 1.

A net profit of \$479,075 is reported by the H. C. Bohack Company for the seven months ended August 31, 1929, compared with \$164,426 in the same period of 1928.

Nathan Strauss, Incorporated, reported gross sales for August amounting to \$601,385 compared with \$465,953 for the same period in 1928, or an increase of 29 per cent.

LIVESTOCK AT 66 MARKETS.

Receipts and disposition of livestock at 66 leading markets during August, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.			
	Receipts.	Local slaughter.	Total shipments.
Total	1,152,174	624,540	525,310
Aug. average, 5 years, 1924-1928	1,450,597	769,858	635,241
CALVES.			
Total	462,381	313,400	158,246
Aug. average, 5 years, 1924-1928	563,271	389,480	185,874
HOGS.			
Total	2,925,837	1,810,098	1,119,795
Aug. average, 5 years, 1924-1928	2,822,847	1,704,896	1,120,212
SHEEP AND LAMBS.			
Total	2,536,575	1,154,003	1,384,234
Aug. average, 5 years, 1924-1928	2,183,701	1,053,419	1,107,675

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were quiet and steady the latter part of the week. Operations were featureless and pressure lighter on account of a stronger hog market. Speculative buying light.

Cottonseed Oil.

Cotton oil is quiet and steady and awaiting developments. Cash trade is moderate and hedge pressure lacking. Sentiment is mixed. Southeast crude, 7½c Valley; Texas, 7½c bid, 7½c asked. Trade is watching possible tropical storm.

Quotations on cottonseed oil at New York, Friday noon, were: Sept., \$9.40@9.60; Oct., \$9.42@9.47; Nov., \$9.47@9.55; Dec., \$9.53@9.55; Jan., \$9.59@9.62; Feb., \$9.65@9.76; March, \$9.75@9.78; April, \$9.77@9.90.

Tallow.

Tallow, extra, 8½c Nom.

Stearine.

Stearine, oleo, 11c.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 20, 1929. — Lard, prime western, \$12.25@12.35; middle western, \$12.15@12.25; refined continent, 12½c; South American, 13½c; Brazil kegs, 14½c; compound, 11½c.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, Sept. 19, 1929.—General provision market continues dull. Demand very poor for lard, hams, picnics, and square shoulders.

Friday's prices were as follows: Hams, American cut, 100s; Liverpool shoulders, square, exhausted; hams, long cut, 105s; picnics, 76s; short backs, 93s; bellies, clear, 82s; Canadian, 100s; Cumberland, 82s; spot lard, 62s 3d.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Sept. 19, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEEERS (700 lbs. up):				
Choice	\$22.50@23.50	\$21.50@23.00	\$24.00@25.50	\$24.00@25.00
Good	21.00@22.50	19.50@21.50	21.00@24.50	21.50@23.00
STEEERS (550-700 lbs.):				
Choice	23.00@24.00		24.00@25.00	24.00@25.50
Good	21.50@23.00		21.00@24.50	20.00@23.00
STEEERS (500 lbs. up):				
Medium	16.50@20.50	17.00@19.50	15.50@21.00	16.00@19.50
Common	14.50@16.50	15.50@17.00	14.00@15.50	14.00@16.00
STEEERS (1):				
Yearling (800-550 lbs.):				
Choice	24.00@25.00		24.50@26.00	
Good	21.00@23.50		21.00@25.00	
Medium	19.00@21.50			
COWS:				
Good	16.00@18.00	15.50@16.50	16.00@18.00	17.00@17.50
Medium	14.00@16.00	14.50@15.50	14.00@16.00	15.00@16.00
Common	13.00@14.00	13.50@14.50	13.00@14.00	13.00@14.50
Fresh Veal and Calf Carcasses:				
VEALERS (2):				
Choice	25.00@27.00	24.00@26.00	27.00@29.00	25.00@26.00
Good	24.00@25.00	22.00@24.00	24.00@27.00	24.00@25.00
Medium	22.00@24.00	19.00@22.00	21.00@24.00	21.00@23.00
Common	20.00@22.00	17.00@19.00	18.00@21.00	
CALF (2) (3):				
Choice			20.00@23.00	
Good	17.00@19.00	16.00@17.00	17.00@20.00	18.00@19.00
Medium	15.00@17.00	14.00@16.00	14.00@16.00	15.00@17.00
Common	14.00@15.00	12.00@14.00	13.00@15.00	13.00@15.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	25.00@26.00	24.00@25.00	25.00@27.00	25.00@26.00
Good	24.00@25.00	23.00@24.00	23.00@25.00	24.00@25.00
Medium	21.00@23.00	19.00@22.00	21.00@22.00	22.00@24.00
Common	18.00@21.00	16.00@19.00	19.00@21.00	18.00@21.00
LAMB (39-45 lbs.):				
Choice	25.00@26.00	24.00@25.00	25.00@27.00	25.00@26.00
Good	24.00@25.00	23.00@24.00	23.00@25.00	24.00@25.00
Medium	21.00@23.00	19.00@22.00	21.00@22.00	22.00@24.00
Common	18.00@21.00	16.00@19.00	19.00@21.00	18.00@21.00
LAMB (46-55 lbs.):				
Choice	23.00@24.00	21.00@23.00	24.00@26.00	24.00@25.00
Good	22.00@23.00	21.00@22.00	23.00@25.00	22.00@24.00
MUTTON (Ewe) 70 lbs. down:				
Good	10.00@12.00	10.00@12.00	11.00@12.50	12.00@13.00
Medium	8.00@10.00	8.00@10.00	9.00@11.00	10.00@11.00
Common	7.00@8.00	7.00@8.00	8.00@9.00	8.00@10.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	29.00@30.00	28.00@30.00	27.00@30.00	27.00@30.00
10-12 lbs. av.	27.00@29.00	27.00@29.00	26.00@29.00	26.00@29.00
12-15 lbs. av.	25.00@26.00	25.00@26.00	24.00@26.00	24.00@26.00
16-22 lbs. av.	18.50@21.00	20.00@22.00	20.00@22.00	19.00@22.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	16.50@17.50		18.00@21.00	18.00@20.00
PICNICS:				
6-8 lbs. av.		15.50@16.50		
BUTTS Boston Style:				
4-8 lbs. av.	22.00@23.00		22.00@24.00	21.00@24.00
SPARE RIBS:				
Half Sheet	13.00@14.00			
TRIMMINGS:				
Regular	11.50@12.00			
Lean	10.00@20.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on September 16, 1929, fixed the following price differentials between the basis grade and the premium and discount grades of hides which may be delivered against exchange contracts. These differentials are effective September 17, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in the non-discount months of July, August, and September, and on hides taken off in the Argentine in the non-discount months of December, January, and February.

The differentials on frigorifico hides are based on delivery ex dock including freight, insurance, weighing, bundling, taring, and financing.

FRIGORIFICO.

	Cents per lb.
Steers,	2.75 Premium.
Light Steers,	1.05 Premium.
Cows,	1.45 Premium.
Ex. Light Cows & Steers,	1.85 Premium.

PACKER.

Heavy Native Steers,	2.00 Premium.
Ex. Light Native Steers,	No differential.
Heavy Native Cows,	1.50 Premium.
Light Native Cows,	Basis.
Heavy Butt Branded Steers,	1.50 Premium.
Heavy Colorado Steers,	.50 Premium.
Heavy Texas Steers,	1.50 Premium.
Light Texas Steers,	No differential.
Ex. Light Texas Steers,	1.00 Discount.
Branded Cows,	1.00 Discount.

PACKER TYPE.

Branded Cows & Steers, 1.00 Discount.
Native Cows & Steers, No differential.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at New York and Boston for week ended September 14, 1929, with comparisons, as reported by the New York Hide Exchange:

Week ended:	New York.	Boston.
Sept. 14, 1929.....	36,688	34,683
Sept. 7, 1929.....	104,473	6,524
Aug. 31, 1929.....	49,642	6,636
Aug. 24, 1929.....	28,188	4,133
Sept. 15, 1928.....	19,450	6,166
Sept. 8, 1928.....	34,482	1,370
Year to:		
Sept. 14, 1929.....	1,293,100	282,427
Sept. 15, 1928.....	2,022,881	980,101

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 20, 1929, show exports from that country were as follows: To England, 116,310 quarters; to the Continent, 23,148 quarters.

Exports of the previous week were as follows: To England, 102,449 quarters; to the Continent, 16,027 quarters.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1 to Sept. 18, 1929, totaled 21,336,295 lbs.; tallow, none; greases, 935,000 lbs.; stearine, none.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Sept. 14, 1929, amounted to 5,424 metric tons, compared with 4,933 metric tons the same week of 1928.

Watch "Wanted" page for opportunities.

Hide and Skin Markets

CHICAGO.

PACKER HIDES—Big packer hides were steady the latter part of the week following rather liberal sales. The market seems to be well sold up, with the exception, perhaps, of a few native hides particularly in the lighter weights. Inquiry is brisk and demand is good on all selections.

During the middle of the week trade was active and prices steady on the various selections. Spread steers are quoted nominally at 21c. On sales heavy native steers are priced at 19½c; heavy Texas steers, 19c; heavy butt branded steers, 19c; heavy Colorado steers, 18c; ex. light Texas steers, 17½c. With the exception of ex. light Texas steers, which are up ¼c, these prices are steady with last week. During the early part of the week heavy native steers moved at 19c and ex. light Texas steers at 17½c.

Up to Thursday evening in excess of 100,000 hides were moved, it is believed, there being several transactions the details of which were not made public.

Heavy native and light native cows are about steady with last week. During the week one large packer moved about 7,000 hides in which light and branded cows were included at 17½c for the former and 16½c for the latter, August forward delivery. Later another packer moved 17,000 hides, including branded cows at 16½c. Heavy native cows are priced nominally at 19c, steady with last week. No sales of this selection were reported.

Native bulls sold last at 12½@13c, but some killers believe they are worth ¼c more and are holding for this higher price. Branded bulls are quoted nominally at 11½@12c.

SMALL PACKER HIDES—On the whole there has been a good demand all week for small packer hides, the remaining stocks unsold being held at 18c for all-weights native steers and cows. Buyers are bidding 17½c which has been declined in a number of cases.

One Chicago killer sold September takeoff, totaling 5,500 all-weight native steers and cows and branded stocks at 17½c and 16½c. Others are holding for 17½c and 18c for all-weights native steers and cows.

There was some activity the latter part of last week at the three principal western coast points, steers moving at 16½c and cows at 15½c and 15c.

HIDE TRIMMINGS—Little activity is reported in hide trimmings and the market is unchanged from last week. Big packer trimmings are salable at \$36.00 per ton, Chicago basis; small packer trimmings around \$33.00.

COUNTRY HIDES—Country hides are firm and steady with last week. Some buyers are offering 14c selected, delivered for all-weights, while others are not inclined to pay 13½c for heavy steers.

Extremes are unchanged at 16@16½c, with the outside price paid here and there for choice lots.

Bulls are slow around 9½@10c selected, while branded all-weights are priced around 11½@12c.

Buffs have moved at 14c, and some

holders are inclined to try for 14½c.

CALFSKINS—The packer calfskin market is firm with 24c last paid for round lots. First-salted moved during the week at 21½c for 8/10 and 22½c for 10/15. Resalted skins are steady at around 17@18c according to quality.

KIPSKINS—Packer kipskins are priced at 23c, last reported paid. First-salted Chicago city kipskins are valued at 20½c, last paid. Resalted kips range from 17@18 selected.

HORSEHIDES—There is little doing in this market. Straight renderers are priced at \$5.50@6.00, asked according to quality; mixed lots, \$4.75@5.25.

SHEEPSKINS—Dry pelts are moving at 20@21c lb. No. 1 shearings are priced at \$11.75, steady with last sales. Both descriptions are moving slowly.

PIGSKINS—No. 1 pigskin strips nominally 6½@7c. Gelatine stocks last sold at 5½c for fresh frozen; green salted 5c asked.

New York.

PACKER HIDES—All local September hides sold this week. One packer sold native steers this week at 19½c; butt branded, 19c; Colorados, 18c, August forward delivery and the market is quoted at these prices. Details as to quantities are withheld. Further sales of about 22,000 hides were made at the same prices. Four packers, it is said, participated in this latter movement.

Previously one large packer had moved 1,000 butt branded steers at 19c. The last sale of branded cows in this market was at 16½c.

CALFSKINS—The calfskin market is very strong. One car of veal kips sold at \$3.50, steady, and one car of heavy kips sold at \$6.00.

New York Hide Exchange Futures.

Saturday, Sept. 14, 1929.—Close: Sept. 17.00 n; Oct. 17.50 n; Nov. 18.00 n; Dec. 18.41@18.50; Jan. 18.51@18.60; Feb. 18.60 n; Mar. 18.70 n; Apr. 18.85 n; May 19.01@19.10; June 19.00 n; July 19.00 n; Aug. 19.00 n. Sales 2 lots.

Monday, Sept. 16.—Close: Sept. 17.00; Oct. 17.50; Nov. 18.00; Dec. 18.45@18.49; Jan. 18.58@18.61; Feb. 18.60; Mar. 18.75; Apr. 18.95; May 19.05; June 19.05; July 19.05; Aug. 19.10. Sales 4 lots.

Tuesday, Sept. 17.—Close: Sept. 17.00; Oct. 17.40; Nov. 17.75@18.00; Dec. 18.34@18.38; Jan. 18.40@18.50; Feb. 18.50; Mar. 18.50; Apr. 18.75; May 18.90@19.00; June 18.95; July 19.00; Aug. 19.00. Sales 18 lots.

Wednesday, Sept. 18.—Close: Sept. 16.75; Oct. 17.25@17.75; Nov. 17.50@17.80; Dec. 18.15@18.20; Jan. 18.25@18.35; Feb. 18.25; Mar. 18.40; Apr. 18.50; May 18.75@18.85; June 18.80; July 18.80; Aug. 18.80. Sales 25 lots.

Thursday, Sept. 19.—Close: Oct. 17.00; Nov. 17.25@17.50; Dec. 17.90; Jan. 17.95; Feb. 18.00; Mar. 18.20; Apr. 18.40; May 18.65; June 18.70; July 18.75; Aug. 18.75. Sales 28 lots.

Friday, September 20, 1929.—Oct. 16.75; Nov. 17.25; Dec. 17.70@17.80; Jan. 17.81@17.90; Feb. 17.90; March 18.10; April 18.30; May 18.47@18.55; June 18.50; July 18.55; Aug. 18.60. Sales 26 lots.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended September 14, 1929, were 3,968,000 lbs.; previous week, 3,874,000 lbs.; same week last year, 3,124,000 lbs.; January 1 to September 14 this year, 142,077,000 lbs.; same period last year, 147,284,000 lbs.

Shipments of hides from Chicago for the week ended September 14, 1929, were 3,451,000 lbs.; previous week, 2,953,000 lbs.; same week last year, 3,514,000 lbs.; January 1 to September 14 this year, 153,098,000 lbs.; same period last year, 159,709,000 lbs.

HIDE EXCHANGE ELECTION.

Milton R. Katzenberg was re-elected president of the New York Hide Exchange at the annual election held September 17. Other officers were also re-elected as follows: Armand Schmoll, Jr., first vice president; John C. Andresen, second vice president; Floyd Y. Keeler, treasurer.

Members of the Board of Governors were elected as follows: George B. Bernheim, L. F. Clarendon, Claude Douthit, Willard Helburn, Francis R. Henderson, E. F. Keirnan, Jerome Lewine, E. L. McKendrew, Fraser M. Moffat, Spencer K. Mulford, Jr., and David G. Ong.

"The Hide Exchange has become firmly established as a dominating factor in the hide and leather industry" said Mr. Katzenberg, "and the outlook for the current fiscal year, just starting, is most favorable."

CHICAGO HIDE QUOTATIONS.

Quotation on hides at Chicago for the week ended September 20, 1929, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week.
	Week ended Sept. 19, 1929.	Prev. week.	1928.
Spr. nat. str.	@21n	@21n	26 @26½
Hvy. nat. str.	@19½	@19½	24b @24½ax
Hvy. Tex. str.	@19	@19	@23
Hvy. butt brand'd	@19	@19	@22
stra.	@18	@18	@22
Hvy. Col. str.	@17½	@17½	@21½
Ex-light Tex.	@16½	@16½	@21
stra.	@16½	@16½	@20
Brand'd cows.	@16½	@16½	@20
Hvy. nat. cows	@16	@16	@19½
Lt. nat. cows	@15½	@15½	@19
Nat. bulls ..12½	12½ @15	12½ @15	16 @15½
Brand'd bulls ..11	@11½	@11½	15 @11½
Calfskins ..24	@24½	@24½	@20
Kips, nat....	@23	@23	27½ @27½
Kips, ov-wt....	@20½	@20½	@26½
Kips, brand'd	@18½	@18½	@25
Stunks, reg.	@1.40n	@1.40n	1.70@1.75
Stunks, hris.	@40n	@40n	60@65n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@17½	17½ @17½	.....
Branded	@16½	16½ @16½	.....
Nat. bulls ..	@12½	@12½	.....
Brand'd bulls	@11	@11	.....
Calfskins ..	@24½	@24½	@27½ax
Kips	@20½	@20½	@20
Stunks, reg.	@1.40	@1.40	@1.60
Stunks, hris.	@40n	@40n	50 @55

COUNTRY HIDES.

Hvy. str....13½	@14	12 @12½	@17½n
Hvy. cows ..12	@12½	12 @12½	@17½n
Buffs	@13½	13½ @14	18½ @19
Extremes ..16	@16½	16 @16½	21 @21½
Bulls	9½ @10	9 @9½	13 @13½
Calfskins ..18	@18½n	18 @18½	22 @22½
Kips	@17½	@17½	21½ @22
Light calf..1.10	@1.20	1.10@1.20	1.50@1.60
Deacons ....1.10	@1.20	1.10@1.20	1.50@1.60
Stunks, reg.	@.60n	50 @60n	75 @80
Stunks, hris.	@10n	@10n	25 @30
Horsehides ..4.75	@6.00	4.75@6.00	6.00@7.50
Hogskins	@70	65 @70	75 @85

SHEEPSKINS.

Pkr. lambs...	@2.25 cwt.	@2.25 cwt.	.....
Sml. pkr	.....	.....	.....
lambs	@2.15 cwt.	@2.15 cwt.	.....
Pkr. shearings.	@1.17½	@1.17½	@1.35
Dry pelts ....20	@21	20 @21	26 @28

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 19, 1929.

CATTLE—Compared with a week ago: Strictly good and choice steers, \$1.00@1.50 lower; some lower grade killer steers, 25@50c off; kinds suitable for replacement purposes, about steady, fairly active country demand having supported lower grade killing steers; long yearlings, including weighty butcher heifers, 50c@1.00 lower, but yearlings scaling 750 lbs. downward very scarce and not much changed; low cutter and cutter cows, strong to 25c higher; fat cows, unevenly 25@50c lower; bulls and vealers, fully steady, both classes continuing acutely scarce; extreme top fed steers for week, \$17.00 paid for prime offerings; this price no criterion of the general market, as choice steers were selling at \$15.00@16.00 at close, relatively little passing \$15.50. Bulk fed steers closed \$12.75@15.00; best yearlings, \$16.25; best light heifers, \$14.75, bulk little heifer and mixed yearlings, \$12.75@14.00; and most grass fat cows, \$7.00@9.00, with heavy northwestern grassers up to \$10.00. Weighty grass heifers sold up to \$12.00; most sausage bulls with weight closed at \$9.00 to \$9.25; vealers finished at \$17.00@18.00. Western grass run at 12,000 largest of season, but liquidation strictly grain fed steers was the most bearish factor in market.

HOGS—The sharp recovery in hog prices following last week's drastic decline featured the week's trade. Reduction in receipts principally responsible for the advance in prices; decrease most pronounced in the supply of hogs scaling under 200 lbs. Today's top, \$11.00; bulk good to choice 170- to 240-lb. weights, \$10.60@10.90; 250- to 280-lb. weights, \$10.35@10.60; 290- to 350-lb. weights, \$10.00@10.35; good to choice 140- to 160-lb. weights, \$10.25@

10.75; pigs, \$9.25@10.25; bulk packing sows, \$8.85@9.50; smooth lightweights, up to \$9.75; bigweights, down to \$8.50.

SHEEP—Minor price fluctuations featured week's fat lamb trade. Compared with week ago: Native lambs, steady, rangers largely 25c lower; aged sheep, steady. Week's tops: Native lambs, \$14.00; rangers, \$13.50; fat ewes, \$5.25. Bunks: Native lambs, \$13.25@13.50; rangers, \$13.00@13.50; fat ewes, \$4.00@5.25; extreme top, \$13.00; ewes, steady; yearling breeders, \$11.75 down; aged kinds, around \$7.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Sept. 19, 1929.

CATTLE—Fairly liberal receipts, coupled with a weak to lower dressed meat market in the East, were largely responsible for declines of 25@75c on most killing steers, compared with week ago. Inbetween grades selling from \$11.00@14.00 show the most loss, while some of the low priced grassers eligible to sell from \$8.50 down are but slightly lower. Choice fed steers and yearlings topped the week's trade at \$15.25, while the bulk of the native grain fed cashed from \$12.50@14.75. Wintered and fed grassers cleared from \$10.75@12.00, and most of the straight grass fat arrivals went from \$7.75@10.50. Light weight yearlings and fed heifers and most butcher cows are steady to 25c higher, while bulls are steady to strong. Vealers are 50c higher, late top, \$15.00.

HOGS—Somewhat lighter supplies and an improved demand from big packers reflected a stronger undertone in the hog market, and prices on all grades and weights are 40@50c higher than last Thursday. The week's top reached \$10.65 on the mid-week session on choice 190- to 220-lb. weights. Best 250-lb. butchers brought \$10.40, and

choice 300-lb. selections went at \$10.15. Packing grades shared the full advance, throwouts selling up to \$9.10 and above.

SHEEP—Improved quality of the range offerings was an important factor in holding of lamb values close to steady levels in spite of the substantial increase in receipts. Packer buyers displayed considerable interest in the arrivals and final prices are steady to 10c lower for the week. Choice Utah lambs scored \$13.35, and most of the rangers went from \$13.00@13.35. Mature classes held steady with best range ewes at \$5.25.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Sept. 19, 1929.

CATTLE—Liberal receipts of fed steers and yearlings both locally and at other markets and an unsatisfactory dressed beef market resulted in a lower trend to prices. The week's decline measuring mostly 25@50c, with choice long feds showing least loss. She stock closed the week steady to 25c lower, bulls strong, veals weak to 50c lower, heavy calves around \$10.00 off. Choice medium weight steers earned \$15.90 and \$16.00, and choice 1,550-lb. steers and 1,000-lb. yearlings, \$15.75.

HOGS—Cooler weather is considered one of the bullish factors in the hog trade and, under moderate receipts and increased inquiry from shipping interests, the market has shown a development of considerable strength. Comparisons Thursday with Thursday uncovered a net advance of 50@75c. On Thursday the top reached \$10.50.

SHEEP—This branch of the trade has shown but very little price fluctuations. Comparisons on slaughter lambs, Thursday with Thursday, show only minor changes, quoted 10@15c lower on lambs; matured sheep fully steady. Thursday's bulk on range slaughter lambs, \$12.75@13.15; top, \$13.15; natives, \$12.75, top, \$13.00. Slaughter ewes, \$4.00@5.25.

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ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Sept. 19, 1929.

CATTLE—Fed steers were in narrow demand this week, the decline for four days being 50c, compared with one week ago. Other native steers looked steady to 25c lower, while western steers, heifers and bulls closed steady. On the other hand, all cows advanced 15¢@25¢; all cutters and vealers, 25¢. Tops for week: 926-lb. yearlings, \$15.50; 853-lb. mixed yearlings, \$15.25; 1,205-lb. matured steers, \$14.75; 629-lb. heifers, \$14.50; Kansas range steers, \$11.25. Bulls for week: Native steers, \$11.00@14.50; western steers, \$8.00@10.25; fat heifers, \$13.00@13.50; cows, \$7.25@8.25; low cutters, \$5.00@5.50; top vealers today, \$17.50.

HOGS—Hog prices have advanced generally 35¢@50¢ under lighter receipts, with pigs and light lights 25¢@35¢ higher and packing sows mostly 60¢ up. Today's top, \$10.90. Bulk packing sows, \$8.85@9.00.

SHEEP—Compared with week ago, fat lambs are weak to mostly 25¢ lower, while throwout lambs and sheep held steady. Top good lambs to packers, today, \$12.75; bulk, \$12.50@12.75; throwouts, \$8.00; fat ewes, \$4.00@5.00.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Sept. 19, 1929.

CATTLE—Beef steers and yearlings slumped 50¢@75¢ mostly. Choice weighty beefs and yearlings under 800 lb. escaped with minimum losses, while extremes on inbetween grades registered a \$1.00 slump. Big weight bullocks topped at \$10.00, long yearlings reached \$15.75, grain-feds bulked at \$12.50@14.50 and a few medium weight grass beefs sold up to \$11.75. Fat she stock finished largely weak to 25¢ lower, although all cutters ruled 10¢@15¢ higher. A scattering of fed heifers cashed at \$13.75 down, and grass cows bulked at \$7.00@8.25. Bulls and vealers were little changed. Heavy beef kinds ranged up to \$9.00 and select vealers made \$15.00.

HOGS—Mostly 25¢@50¢ gains developed for butchers and packing sows. The late top held at \$10.35 and most 180- to 250-lb. averages cashed at \$10.00@10.25. The bulk of 250-300-lb. weights made \$9.75@10.00, and heavier kinds cleared at \$9.35@9.65 largely. Packing sows turned at \$8.35@9.00.

SHEEP—Fat lambs held around steady and slaughter ewes showed strength. Choice range fat lambs topped at \$13.35, with natives largely \$13.00 down. Fat ewes, up to \$5.25.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., Sept. 18, 1929.

CATTLE—Reflecting outside conditions, all slaughter classes other than specialties in the fed line worked 25¢@50¢ lower this week. Choice heavy steers and yearlings reached a \$15.00 top, the bulk of all grain feds turning at \$13.00@14.50; grassers, \$9.00@10.50; a few cars Montanas, to \$11.50.

Cows off the latter sold at \$9.00@9.50; heavies spayed heifers, to \$11.00; bulk of cows turning at \$7.00@8.25; heifers, \$8.25@9.50; cutters, \$5.25@6.50; bulls, \$7.75@8.25; vealers, \$16.00@16.50.

HOGS—Butcher hogs advanced 75¢; packing sows, \$1.00, the latter selling from \$8.50@9.00; medium and heavy butchers, \$9.75@10.25; 160- to 220-lb. weights, largely \$10.40; closely sorted kinds, to \$10.50. Pigs, on a 50¢ advance, sold mostly at \$9.50.

SHEEP—A 25¢ upturn on lambs placed medium to choice natives at \$11.75@12.75; heavies, around \$10.00; common lambs, \$9.00@9.50.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week Sept. 14, 1929, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 14.....	274,000	533,000	503,000
Previous week	251,000	495,000	413,000
1928	332,000	432,000	577,000
1927	282,000	419,000	389,000
1926	335,000	461,000	469,000
1925	247,000	435,000	391,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 14.....	458,000	425,000	376,000
Previous week	376,000	376,000	376,000
1928	376,000	376,000	376,000
1927	376,000	376,000	376,000
1926	376,000	376,000	376,000
1925	376,000	376,000	376,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 14.....	219,000	368,000	375,000
Previous week	194,000	345,000	323,000
1928	255,000	314,000	435,000
1927	220,000	278,000	292,000
1926	280,000	339,000	355,000
1925	196,000	311,000	239,000

URUGUAY SLAUGHTERS.

In Uruguay cattle slaughter for the first 6 months of 1929 showed a decrease from 1928. The number killed for the first six months of this year was 489,000, a decrease of 11 per cent compared with 1928. There has been a large increase in sheep slaughter this year, the number for the first 6 months reaching 775,000, or 376,000 above the same period last year, when killings were unusually low.

SLAUGHTER REPORTS

Special reports to The National Provisioner showing the number of livestock slaughtered at 15 centers for the week ended Sept. 14, 1929, with comparisons:

CATTLE.	Week ended Sept. 14.	Prev. week.	Cor. week. 1928.
Chicago	28,487	25,370	27,860
Kansas City	31,385	25,351	26,653
Omaha	18,124	17,521	20,182
St. Louis	16,891	13,237	17,333
St. Joseph	11,092	9,435	10,945
Sioux City .....	.....	.....	6,396
Wichita	2,064	1,516	2,500
Fort Worth	5,068	7,331	8,028
Philadelphia	1,363	1,518	1,470
Indianapolis	1,566	1,968	1,480
Boston	1,773	1,100	1,797
New York & Jersey City	8,905	7,640	9,951
Oklahoma City	4,208	6,483	7,665
Cincinnati	3,487	3,456	4,060
Denver	3,195	1,450	2,044
Total	137,138	123,594	148,984

HOGS.	Week ended Sept. 14.	Prev. week.	Cor. week. 1928.
Chicago	125,319	106,554	70,866
Kansas City	28,903	24,233	21,901
Omaha	26,892	25,484	26,107
St. Louis	35,905	31,216	25,292
St. Joseph	22,083	19,677	14,216
Sioux City .....	.....	.....	12,416
Wichita	7,399	6,220	5,326
Fort Worth	6,103	5,551	7,032
Philadelphia	15,475	13,512	14,452
Indianapolis	13,361	11,338	6,389
Boston	3,864	9,204	10,365
New York & Jersey City	43,471	36,482	40,446
Oklahoma City	5,378	4,989	9,007
Cincinnati	15,879	14,617	12,948
Denver	5,727	4,523	5,392
Total	354,917	313,565	279,954

SHEEP.	Week ended Sept. 14.	Prev. week.	Cor. week. 1928.
Chicago	62,407	60,550	74,150
Kansas City	23,247	21,007	35,105
Omaha	37,137	31,241	53,870
St. Louis	8,534	11,660	9,152
St. Joseph	25,805	18,684	30,004
Sioux City .....	.....	.....	7,741
Wichita	826	939	1,162
Fort Worth	3,792	3,678	3,622
Philadelphia	7,063	5,646	8,016
Indianapolis	1,097	1,283	1,683
Boston	3,286	6,557	5,974
New York & Jersey City	68,539	60,402	68,974
Oklahoma City	114	268	132
Cincinnati	2,331	1,943	2,386
Denver	7,614	4,145	5,923
Total	251,822	228,003	305,723

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia."



OBSELETE METHODS
OF YESTERDAY



PROGRESS

KENNETT-MURRAY
MODERN
LIVESTOCK BUYING
ORGANIZATION

Chicago, Ill., Kennett, Murray & Co.
Cincinnati, O., Kennett, Colina & Co.
Dayton, O., Kennett-Murray-Hostetter, Inc.
Detroit, Mich., Kennett, Murray & Colina
East St. Louis, Ill., Kennett, Sparks & Co., Inc.
Indianapolis, Ind., Kennett, Whiting, Murray & Co.

Lafayette, Ind., Kennett, Murray & Co.
Louisville, Ky., P. C. Kennett & Son
Montgomery, Ala., P. C. Kennett & Son
Nashville, Tenn., Kennett, Murray & Co.
Omaha, Nebr., Kennett, Murray & Co.
Sioux City, Ia., Kennett, Murray & Brown

Washington, D. C.—Service Department

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 14, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	300	7,000	3,000
Kansas City	350	17,000	500
Omaha	150	2,000	3,200
St. Louis	200	4,500	250
St. Joseph	50	2,000	...
Sioux City	500	2,000	1,000
St. Paul	2,500	900	4,500
Oklahoma City	100	900	...
Fort Worth	200	800	100
Milwaukee	100	100	...
Denver	100	100	900
Louisville	100	500	500
Wichita	200	100	100
Indianapolis	200	3,500	500
Pittsburgh	100	1,900	500
Cincinnati	200	1,000	100
Buffalo	300	500	300
Cleveland	200	1,400	100
Nashville	100	300	400
Toronto	200	800	500

MONDAY, SEPTEMBER 16, 1929.

Chicago	24,000	35,000	26,000
Kansas City	27,000	8,500	12,000
Omaha	22,000	8,500	43,000
St. Louis	7,500	15,000	3,000
St. Joseph	3,900	5,000	10,000
Sioux City	14,000	5,500	9,500
St. Paul	9,600	6,500	17,500
Oklahoma City	1,500	1,100	100
Fort Worth	4,000	1,200	2,300
Milwaukee	300	700	300
Denver	4,400	17,300	1,300
Louisville	100	1,000	300
Wichita	1,000	1,200	800
Indianapolis	400	4,000	500
Pittsburgh	1,200	3,900	5,000
Cincinnati	2,800	3,300	400
Cleveland	1,600	6,400	10,700
Buffalo	1,000	3,500	4,000
Nashville	100	700	200
Toronto	600	1,400	1,500

TUESDAY, SEPTEMBER 17, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	18,000	21,000
Kansas City	14,500	8,000	9,000
Omaha	8,500	9,000	21,000
St. Louis	7,500	14,000	2,500
St. Joseph	5,000	6,000	8,000
Sioux City	5,000	4,500	4,500
St. Paul	1,500	7,000	2,500
Oklahoma City	1,500	1,200	100
Fort Worth	3,500	900	4,000
Milwaukee	800	3,600	700
Denver	400	2,100	6,500
Louisville	100	700	300
Wichita	900	2,600	400
Indianapolis	200	5,000	1,500
Pittsburgh	100	700	300
Cincinnati	300	3,400	900
Buffalo	100	700	500
Cleveland	200	1,600	2,000
Nashville	100	600	200
Toronto	2,000	500	1,600

WEDNESDAY, SEPTEMBER 18, 1929.

Chicago	15,000	16,000	22,000
Kansas City	10,000	8,000	11,000
Omaha	8,000	8,500	26,000
St. Louis	5,000	10,500	1,500
St. Joseph	2,000	4,900	2,900
Sioux City	2,000	5,000	3,500
St. Paul	3,000	9,000	4,000
Oklahoma City	800	1,500	100
Fort Worth	3,000	1,000	500
Milwaukee	600	2,000	900
Denver	800	700	12,500
Louisville	100	700	400
Wichita	500	2,800	400
Indianapolis	1,200	6,000	1,200
Pittsburgh	100	2,000	800
Cincinnati	300	3,500	1,300
Buffalo	200	1,500	700
Cleveland	500	1,500	2,000
Nashville	100	500	300
Toronto	700	1,300	1,200

THURSDAY, SEPTEMBER 19, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	18,000	25,000
Kansas City	4,500	7,000	12,000
Omaha	2,500	5,500	26,000
St. Louis	2,500	12,500	3,000
St. Joseph	1,700	5,000	4,500
Sioux City	1,000	5,000	3,500
St. Paul	4,800	5,000	16,000
Oklahoma City	1,400	2,000	100
Fort Worth	3,000	1,300	300
Milwaukee	800	3,000	900
Denver	500	1,200	13,500
Louisville	200	1,600	500
Wichita	300	1,900	400
Indianapolis	600	5,000	1,000
Pittsburgh	100	2,500	500
Cincinnati	500	2,500	800
Buffalo	300	1,500	400
Cleveland	400	2,000	1,000
Nashville	300	1,000	600
Toronto	600	1,500	700

FRIDAY, SEPTEMBER 20, 1929.

Chicago	2,000	14,000	20,000
Kansas City	800	5,000	2,500
Omaha	800	4,500	8,500
St. Louis	1,200	10,000	15,000
St. Joseph	500	2,000	3,500
Sioux City	800	5,000	4,000
St. Paul	2,700	6,000	4,500
Oklahoma City	1,500	1,000	100
Fort Worth	1,500	700	700
Denver	100	400	3,300
Wichita	200	2,200	300
Indianapolis	400	6,000	1,200
Cincinnati	400	1,600	800
Buffalo	300	3,200	1,700
Cleveland	200	1,500	1,400

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Sept. 12, 1929, with comparisons, as reported by the Dominion Livestock Branch:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Sept. 12.	Prev. week.	Same week, 1928.
Toronto	\$10.50	\$10.25	\$12.35
Montreal	10.00	9.75	11.50
Winnipeg	9.50	9.50	11.25
Calgary	9.25	8.50	11.00
Edmonton	9.75	8.75	10.50
Prince Albert	8.50	8.50	10.50
Moose Jaw	10.00	9.00	11.00
Saskatoon	8.50	8.50	9.50

VEAL CALVES.

Toronto	\$16.50	\$17.00	\$17.50
Montreal	14.00	14.00	13.50
Winnipeg	14.00	14.00	14.00
Calgary	10.50	10.00	11.50
Edmonton	11.00	11.00	11.50
Prince Albert	9.00	9.00	10.00
Moose Jaw	12.00	11.50	12.00
Saskatoon	9.50	9.00	10.50

SELECT BACON HOGS.

Toronto	\$12.25	\$12.25	\$14.25
Montreal	12.50	13.00	14.00
Winnipeg	12.00	12.25	13.35
Calgary	11.50	12.50	13.85
Edmonton	11.10	11.25	13.10
Prince Albert	12.25	12.50	13.25
Moose Jaw	12.00	12.40	13.15
Saskatoon	11.80	12.04	13.10

GOOD LAMBS.

Toronto	\$12.00	\$12.85	\$14.25
Montreal	11.50	12.00	12.50
Winnipeg	11.50	11.50	13.00
Calgary	11.00	11.50	11.50
Edmonton	10.00	10.50	11.25
Prince Albert	10.00	10.50	10.50
Moose Jaw	11.50	11.50	12.50
Saskatoon	10.50	10.00	11.00

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, Sept. 13, 1929:

	Wk. ended Sept. 13.	Prev. week.	Cor. week, 1928.
Chicago	125,319	106,554	70,806
Kansas City, Kan.	41,700	38,835	38,377
Omaha	28,831	27,295	23,969
St. Louis	62,451	49,347	42,558
Sioux City	16,536	15,337	12,467
St. Paul	32,364	27,119	18,945
St. Joseph, Mo.	32,189	19,599	12,560
Indianapolis	17,653	13,120	8,872
New York City	30,072	25,723	25,913

*Includes East St. Louis, Ill.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 19, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Hyd. wt. (250-350 lbs.) med.-ch.	\$ 9.75@10.75	\$ 9.70@10.70	\$ 9.25@10.40	\$ 9.40@10.35	\$ 9.40@10.25
Med. wt. (200-250 lbs.) med.-ch.	10.25@11.00	10.25@10.90	10.25@10.55	9.90@10.50	9.90@10.50
Lt. wt. (150-200 lbs.) com.-ch.	9.25@10.85	9.00@10.70	9.35@10.50	9.85@10.55	10.00@10.50
Lt. lt. (130-180 lbs.) com.-ch.	8.50@9.75	8.75@9.15	8.85@10.15	9.00@10.35	9.50@10.50
Packing sows, smooth and rough.	8.50@9.75	8.75@9.15	8.15@9.15	7.65@9.15	8.50@9.35
Str. pigs (180 lbs. down) med.-ch.	9.00@10.25	8.50@10.00	8.50@9.50	8.50@9.50	9.25@9.50
Av. cost & wt. Wed. (pigs excl.)	10.25-250 lb.	10.68-198 lb.	9.48-283 lb.	10.01-232 lb.	9.80-223 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch	12.75@16.25				
STEERS (1,300-1,500 LBS.):					
Choice	15.00@16.50	14.75@16.00	14.25@16.00	14.00@15.50	14.50@16.35
Good	12.75@15.25	12.50@14.75	12.25@14.25	11.75@14.00	12.75@14.50
STEERS (1,100-1,300 LBS.):					
Choice	15.00@16.50	15.00@16.25	14.25@16.00	14.00@15.50	14.75@16.25
Good	12.75@15.00	12.75@15.00	12.25@14.25	11.75@14.25	12.75@14.75
STEERS (950-1,100 LBS.):					
Choice	15.00@16.50	15.25@16.25	14.50@16.00	14.25@15.50	14.75@16.25
Good	12.75@15.00	12.75@15.25	12.25@14.50	11.75@14.25	12.75@14.75
STEERS (800 LBS. UP):					
Medium	11.25@12.75	9.00@12.75	10.00@12.25	9.25@11.75	10.00@12.75
Common	8.75@9.25	7.25@9.00	7.50@10.00	7.25@9.25	7.50@10.00
STEERS (FED CALVES AND YEARLINGS (750-950 LBS.):					
Choice	15.00@16.00	15.00@16.25	14.50@16.00	14.25@15.50	14.00@15.50
Good	13.00@15.00	13.25@15.00	12.50@14.50	12.00@14.50	12.75@14.00
HEIFERS (850 LBS. DOWN):					
Choice	14.50@14.75	14.50@15.00	13.00@14.25	13.50@14.75	13.50@14.50
Good	13.00@14.50	13.00@14.50	12.00@13.00	11.25@14.00	12.00@13.50
Common-med.	7.75@13.00	7.50@13.00	7.50@12.00	7.25@11.50	7.50@12.00
HEIFERS (850 LBS. UP):					
Choice	12.25@14.75	11.75@14.50	11.25@14.00	11.50@14.25	12.00@14.75
Good	10.25@14.50	10.50@13.50	10.25@13.50	9.75@13.50	10.50@13.00
Medium	8.75@13.00	8.50@12.25	8.00@12.00	8.00@11.25	8.50@11.25
COWS:					
Choice	10.75@11.75	9.75@10.75	10.00@11.50	9.75@10.75	9.75@11.75
Good	9.00@10.75	8.50@9.75	8.00@10.00	7.75@9.75	8.00@9.75
Common-med.	7.00@9.00	7.00@8.50	6.50@8.00	6.50@7.75	6.60@8.00
Low cutter and cutter.	5.50@7.00	4.75@7.00	5.25@6.50	5.00@6.50	5.00@6.50
BULLS (YEARLINGS EXC.):					
Beef, good-ch.	8.90@10.75	8.50@10.00	8.25@9.75	8.25@9.25	8.75@9.50
Cutter-med.	7.00@9.25	6.50@8.50	6.25@8.25	5.75@8.25	6.50@8.75
CALVES (500 LBS. DOWN):					
Medium-ch.	10.00@13.50	9.00@12.50	8.50@11.50	8.00@12.00	9.00@12.00
Cull-common	7.00@10.00	6.50@9.00	6.00@8.50	5.50@8.00	7.50@9.00
VEALERS (MILK-FED):					
Good-ch.	15.75@18.00	16.00@17.50	13.00@14.50	12.00@15.00	12.00@17.00
Medium	12.50@15.75	13.50@16.00	10.00@13.00	9.00@12.00	9.00@12.00
Cull-common	8.00@12.50	6.00@13.50	6.50@10.00	6.00@9.00	7.50@9.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down).	12.75@13.85	12.00@13.00	12.50@13.25	12.00@13.15	
Lambs (82 lbs. down).	11.00@12.75	10.25@12.00	10.50@12.50	10.25@12.00	
Lambs (all weights)	9.00@11.00	8.00@10.25	8.50@10.50	7.75@10.25	
Yearling wethers (110 lbs. down) medium-choice.	8.00@10.75	7.50@10.50	7.50@10.00	8.25@10.25	
Ewes (120 lbs. down) med.-ch.	4.25@5.50	4.00@5.00	4.25@5.25	4.25@5.25	

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 14, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.....	7,496	5,406	19,123
Swift & Co.....	7,564	5,028	22,893
Morris & Co.....	4,106	3,961	8,675
Wilson & Co.....	4,933	5,341	11,716
Anglo-Amer. Prov. Co.....	1,091	4,917	.....
G. H. Hammond Co.....	2,618	2,585	.....
Libby, McNeill & Libby..	679	.....	.....
Brennan Packing Co., 7,282 hogs; Independent			
Packing Co., 1,862 hogs; Boyd, Lannham & Co.,			
1,960 hogs; Western Packing & Provision Co.,			
7,589 hogs; Agar Packing Co., 7,455 hogs; others,			
29,974 hogs.			
Totals: Cattle, 28,487; calves, 5,906; hogs,			
79,420; sheep, 62,407.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,809	1,444	7,538	4,024
Cudahy Pkg. Co.	4,376	1,534	4,958	6,055
Powder Strang Co.	1,237	...	...	...
Morris & Co.	2,996	1,145	3,071	2,788
Swift & Co.	5,510	1,884	7,605	5,373
Wilson & Co.	4,981	1,146	5,256	4,785
Others	853	11	775	222
Total	24,221	7,164	28,903	23,247

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	4,268	6,776	8,600
Cudahy Pkg. Co.	4,173	6,101	11,637
Dold Pkg. Co.	1,237	...	...
Morris & Co.	2,595	2,713	4,486
Swift & Co.	4,176	4,885	9,448
Eagle Pkg. Co.	15	...	...
Hoffman Bros.	43	...	...
Mayerowich & Vail.	12	...	...
Omaha Pkg. Co.	62	...	...
J. Rife Pkg. Co.	10	...	...
J. Roth & Sons.	89	...	...
So. Omaha Pkg. Co.	57	...	...
Lincoln Pkg. Co.	283	...	...
Morrell Pkg. Co.	83	...	...
Sinclair Pkg. Co.	162	...	...
Wilson & Co.	116	...	...
Others	...	12,966	...
Total	17,581	38,608	34,151

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,576	1,379	8,844	2,987
Swift & Co.	5,115	1,960	8,528	3,308
Morris & Co.	1,039	420	3,785	444
E. Side Pkg. Co.	1,305	...	3,525	...
Amer. Pkg. Co.	383	27	1,027	318
Hell Pkg. Co.	...	...	250	...
Others	4,173	856	9,106	1,467
Total	16,291	4,672	35,095	8,534

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,956	867	10,528	17,045
Armour and Co.	3,629	353	6,805	5,900
Morris & Co.	2,388	371	4,506	2,858
Others	3,827	654	5,740	9,616
Total	13,200	2,245	27,597	35,419

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,053	205	7,446	4,389
Armour and Co.	3,260	218	7,188	4,219
Swift & Co.	2,212	244	3,338	4,212
Smith Bros.	...	...	69	...
Others	1,513	115	5,681	1,713
Total	10,038	782	23,922	14,533

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,215	665	2,369	17
Wilson & Co.	1,198	758	2,335	97
Others	126	...	674	...
Total	2,739	1,423	5,378	114
Not including 264 cattle bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	782	458	4,286	760
Jacob Dold Co.	488	45	2,686	66
Fred W. Dold	58	...	427	...
Wichita D. B. Co.	32	...	...	...
Dunn-Osterberg	180	...	...	...
Keefe-LeSturgeon	21	...	...	...
Total	1,561	503	7,399	826
Not including 21 cattle and 5,419 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	855	224	1,359	6,231
Armour and Co.	719	309	1,130	10,185
Blaney-Murphy Co.	475	73	1,497	...
Others	585	50	1,691	783
Total	2,634	447	5,677	17,190

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,744	2,895	9,905	6,217
Cudahy Pkg. Co.	390	763	...	...
Hertz Bros.	197	36	...	...
Swift & Co.	3,837	4,531	13,815	9,434
United Pkg. Co.	1,450	167	...	8
Others	825	...	7,978	...
Total	9,473	8,595	31,788	15,659

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Pinkerton Pkg. Co.	1,462	2,899	10,505	1,445
Swift & Co.	34	...	...	856
U. D. B. Co.	...	...	...	...
The Layton Co.	...	...	70	...
R. Gunz & Co.	122	26	78	59
N. Y. B. D. M. Co.	433	1,523	...	...
Others	391	327	206	401
Total	2,460	4,775	10,859	2,761

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	2,060	1,677	23,933	5,036
Kinging Co.	1,331	903	11,269	1,097
Armour and Co.	527	45	1,500	126
Indianapolis Abt. Co.	1,062	7	...	858
Hilgemann Bros.	...	...	1,315	...
Brown Bros.	119	...	22	...
Schussler Pkg. Co.	31	...	544	...
Riverview Pkg. Co.	21	...	125	10
Meler Pkg. Co.	71	11	331	4
Ind. Prov. Co.	41	...	400	31
Mass Hartman Co.	41	7	...	...
Art Wabnitz	20	28	...	59
Hoosier Abt. Co.	16	...	...	...
Others	824	109	376	1,333
Total	6,168	2,819	39,030	8,576

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
J. B. Ireton	94	57	...	...
Ideal Pkg. Co.	...	...	561	...
C. A. Freund.	...	...	...	...
S. W. Gall's Sons.	...	6	658	...
J. Hilberg & Son.	166	7	70	...
Gus. Juengling	213	119	...	86
E. Kahn's Sons Co.	775	314	2,686	721
Kroger G. & B. Co.	289	68	1,785	...
Lehrey Pkg. Co.	2	...	246	...
H. H. Meyer Co.	2	...	2,770	...
W. G. Behn's Sons.	173	178	...	...
A. Sander Pkg. Co.	6	...	1,236	...
J. Schlachter's Sons	197	164	...	219
E. & P. Schroth Co.	13	...	2,753	...
J. Vogel & Son.	8	...	895	...
John P. Stegner.	284	158	58	25
Foreign	1,627	678	8,576	3,326
Total	3,799	1,752	21,038	5,105
Not including 248 cattle and 3,718 hogs bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Sept. 14, 1929, with comparisons:

CATTLE.

	Week ended Sept. 14.	Prev. week.	Cor. 1928.
Chicago	28,487	25,379	27,860
Kansas City	24,221	19,465	19,854
Omaha (incl. calves)	17,381	18,033	17,464
St. Louis	16,291	18,237	17,353
St. Joseph	13,200	10,743	15,590
Sioux City	10,038	8,169	7,072
Oklahoma City	2,739	3,988	5,591
Wichita	1,561	1,082	1,872
Denver	2,634	1,820	2,437
St. Paul	9,473	9,342	10,381
Milwaukee	2,460	2,364	3,018
Indianapolis	6,168	5,591	5,160
Cincinnati	3,799	2,536	2,518
Total	138,452	121,749	130,170

HOGS.

	Week ended Sept. 14.	Prev. week.	Cor. 1928.
Chicago	79,420	65,571	73,600
Kansas City	28,903	24,233	21,891
Omaha	38,908	38,225	44,890
St. Louis	35,095	21,026	25,292
St. Joseph	27,597	26,028	22,912
Sioux City	23,922	21,871	27,171
Oklahoma City	5,378	4,989	9,007
Wichita	5,677	3,220	6,329
Denver	5,677	6,186	4,357
St. Paul	31,788	29,707	20,269
Milwaukee	10,859	11,480	5,544
Indianapolis	39,930	38,304	32,937
Cincinnati	21,038	14,854	11,347
Total	355,566	307,901	307,175

SHEEP.

	Week ended Sept. 14.	Prev. week.	Cor. 1928.
Chicago	62,407	60,550	74,159
Kansas City	23,247	21,007	35,105
Omaha	34,151	27,275	52,576
St. Louis	8,534	11,660	9,152
St. Joseph	35,419	24,934	39,994
Sioux City	14,533	12,387	9,923
Oklahoma City	114	268	9,007
Wichita	826	939	1,164
Denver	17,190	4,534	29,070
St. Paul	15,659	13,612	13,703
Milwaukee	2,761	5,594	1,359
Indianapolis	5,776	8,292	8,316
Cincinnati	5,105	5,847	1,850
Total	228,531	194,879	282,958

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 9	27,616	2,973	39,484	33,289
Tues., Sept. 10	7,179	2,314	32,658	16,369
Wed., Sept. 11	9,037	2,528	24,573	27,092
Thurs., Sept. 12	7,713	2,498	21,439	18,481
Fri., Sept. 13	2,122	614	15,913	17,368
Sat., Sept. 14	300	100	7,000	3,000
This week	53,967	11,027	132,068	115,579
Previous week	46,446	10,223	112,613	84,873
Year ago	59,664	15,405	91,424	132,329
Two years ago	59,567	10,078	103,027	88,161

Total receipts for month and year to Sept. 14, with comparisons:

	1929.	1928.	1929.	1928.
Cattle	100,413	103,789	1,583,444	1,699,655
Calves	21,250	25,474	506,141	567,226
Hogs	244,671	166,241	5,593,268	6,052,424
Sheep	210,452	229,433	2,565,671	2,561,047

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 9	4,795	184	4,030	5,613
Tues., Sept. 10	4,293	53	4,191	8,588
Wed., Sept. 11	4,050	107	2,159	8,990
Thurs., Sept. 12	2,393	44	2,229	9,581
Fri., Sept. 13	1,188	90	4,355	13,141
Sat., Sept. 14	100	...	1,000	5,000
This week	16,789	484	18,594	50,913
Previous week	13,179	306	21,184	31,518
Year ago	17,836	393	23,826	51,166
Two years ago	20,187	497	30,197	28,749

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Sept. 14	\$13.75	\$9.05	\$4.45	\$12.85
Previous week	13.55	10.00	4.60	12.80
1928	16.35	12.45	5.00	14.55
1927	12.45	10.75	5.00	13.65
1926	10.30	11.75	6.00	14.35
1925	11.50	11.70	7.10	15.25
1924	9.80	9.40	6.15	13.85

Av., 1924-1928...\$12.10 \$11.25 \$ 6.15 \$14.65

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Sept. 14	37,200	113,500	64,700
Previous week	33,287	91,429	63,335
1928	41,728	67,598	81,165
1927	39,870	74,830	59,401
1926	41,493	69,366	48,240
1925	29,421	66,179	56,433
1924	46,892	96,604	74,550

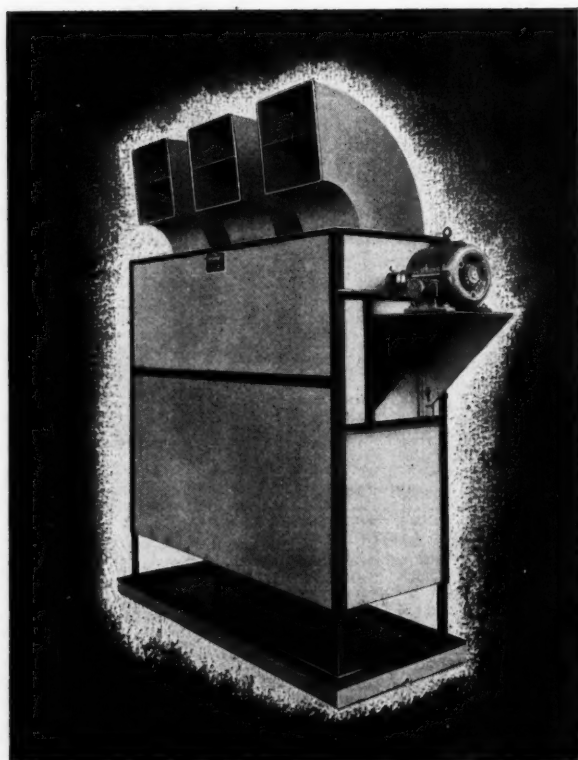
YORK Air-Cooling Unit

Its Place in Your Refrigerating System

YORK Air-Cooling Unit is a piece of Cooling Room equipment for utilizing more effectively the cooling action of your refrigerating plant.

Your refrigerating machinery, the ammonia or the brine system, continues to operate just as at present. The only physical difference is that the York Air-Cooling Unit takes the place of pipe coils within the cooling room. It is connected to the refrigerating line just as a Unit Heater is connected to a steam line. It receives its refrigerating medium from your present refrigerating plant just as a Unit Heater receives its steam from the boiler.

The action of the York Air-Cooling Unit circulates cool air throughout the entire room. There is an air intake at floor level. The air is drawn through a Coil and discharged horizontally overhead, diffusing into every corner, then slowly filtering back to the intake of the Unit. The effect on the product is highly favorable.



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Units of varying capacities make it possible to equip practically any room economically.

YORK HEATING & VENTILATING CORPORATION

1569 SANSOM STREET, PHILADELPHIA

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

COMPRESSOR EFFICIENCY.

By Robert S. Wheaton.

During the warm days of summer refrigerating plants are required to deliver maximum capacity, and unless some simple precautions and practices are observed a plant will not perform in the most economical manner.

The compressor must be in good mechanical condition so that it will operate properly, and the condenser should be clean inside and out. Any accumulation of oil in it should be drained out, and the surfaces over which the condenser water flows should be clean and free from any accumulation of dirt which may have been deposited by the circulating water.

Air or other non-condensable gases sometimes accumulate in a condenser. When present should be purged out. The presence of oil, dirt, or non-condensable gases usually occurs slowly, with the result that the efficiency of the condenser is so slowly reduced that the operator does not always notice the slowly increasing discharge pressure which this reduced efficiency causes.

This is a very important matter, however, for any unnecessary pressure on the condenser requires just so much more power to run the plant. Condensers should be checked regularly to insure proper operation. It is surprising how much just a few unnecessary pounds pressure cost on the operating bill.

The cooling coils or units should also be kept free from oil so that the surfaces can give the best heat transfers. Excessive frost accumulations on the outside surfaces of the cooling pipes should also be avoided as frost acts as an insulator and cuts down the efficiency of a plant.

A most important matter relating to the operation of the cooling part of a plant, or what is usually called the low pressure side, is the adjustment of the ammonia feed valve so that the correct amount of ammonia is introduced into the coils. If too much liquid is fed into the coils all of it will not evaporate into gas before it is drawn into the compressor and the plant will not be working at its best.

A common way to detect this condition is to feel of the discharge pipe from the compressor. If it is cold to the touch and frost is forming on the compressor too much ammonia is being fed to the coils. This will cause longer operating periods than necessary.

If not enough ammonia is fed to the coils the gas becomes what is known as super-heated and excessive super-heat increases the volume of the gas so much that the operating periods are increased beyond what would be necessary if the ammonia is fed correctly into the cooling coils.

The correct adjustment of the feed valve can be made by observing the temperature of the gas returning to the compressor at a point near the com-

pressor. For instance, if the plant is being operated at 20 lbs. suction pressure, good results will be obtained if the temperature of the gas is about 8 degs. F. The ideal temperature would be 5½ degs., but as this is not practical to obtain, a few extra degrees are added so all the ammonia is evaporated and the amount of super-heat is not increased to an amount which will seriously affect the operation of the plant.

REFRIGERATION NOTES.

Plans are being drawn for the Scobey Fireproof Storage Co., San Antonio, Tex., for a fireproof cold storage warehouse. Construction work will start soon. The plant will be erected in the 300 block, North Medina st.

Construction work has started on a cold storage plant in Sarasota, Fla., to cost in the neighborhood of \$500,000.

The General Cold Storage Co., Camden, N. J., has been incorporated with a capital stock of \$1,000,000. The main office is at 328 Market st. In addition to leasing, erecting and buying cold storage warehouses, the company will engage in the ice manufacturing business.

The Nova Scotia Public Cold Storage Terminals, Ltd., Halifax, N. S., has been officially opened. The plant has three units and assets are appraised at \$3,100,000.

The Omaha Cold Storage Co., is planning the erection of a cold storage plant at Red Cloud, Neb.

The Troy Cold Storage Co., Troy, N. Y., has installed additional refrigerating machinery.

Plans are being made by the Union Cold Storage Co., Pittsburgh, Pa., to remodel its plant. Among the improvements contemplated is a change to electric drive.

Cal Gray plans to erect a cold storage plant in Burnet, Tex.

The Richmond Cold Storage Co., Richmond, Va., has installed additional refrigerating machinery.

The American Produce Co., Gonzales, Tex., is erecting a cold storage plant to cost \$25,000.

EFFECT OF SMALL ORDERS.

(Continued from page 26.)

This involved a careful analysis of selling and other distribution expenses, so that the costs might be properly allocated to the various classes of trade.

On the peddler car and l.c.l. freight routes this allocation was made in about the same manner as for the branch houses, except that the problem was made somewhat more difficult by the fact that only a portion of each company's routes were being studied, and it was therefore necessary to divide the expenses equitably among the routes as well as among the functions for each route.

The first step in the allocation was to reclassify all expenses in the case of both companies so as to bring them under the desired functional headings. The functions recognized were about the same as those existing in the branch

houses, but the item of branch storage and handling expense was, of course, absent.

Expenses Grouped by Functions.

The grouping, therefore, recognized the following functions: (a) Order taking; (b) packing and loading; (c) delivery; (d) sales bookkeeping; (e) credits and collections; (f) selling overhead. Interest on investment was not treated as an expense for purposes of this study.

An indication of the cost of each function per hundredweight of product sold is given in Table 4, as follows:

TABLE 4.
Analysis of Expenses by Functions.

Function.	Company C.		Company D.	
	Per Cwt.	Pct. of total.	Per Cwt.	Pct. of total.
Order taking.....	\$0.54	28.8	\$.84½	26.3
Packing and loading.....	.36½	19.4	.83	25.8
Delivery.....	.68	36.1	.73	22.8
Sales bookkeeping.....	.10½	5.5	.23	7.1
Credit and collection.....	.10½	5.6	.42½	13.2
General overhead.....	.08½	4.6	.15	4.8
Total expense.....	\$1.88	100.0	\$3.21	100.0

This also shows what percentage of total expense is represented by each function. The expense of packing, loading and delivering the product is seen to be about half of all distribution expenses; order-taking expense is one-fourth, and clerical and overhead expense make up the remaining one-fourth.

Percentages Vary Little.

The percentages do not vary greatly between the two companies, in spite of the different methods and products involved.

It should be noted that the unit expenses given here are not to be directly compared with the corresponding figures developed for the branch houses in our previous study. The branch house costs presented in the earlier study included only costs incurred after the product reached the branch house.

To put the two sets of figures on a comparable basis, it is necessary to take into consideration the cost of packing and delivering the product to the branch from the plant.

Costs in Functional Units.

In order to apply the various functional costs to the different orders and accounts, it was, of course, necessary to determine some units of functional service according to which an equitable allocation might be made.

A mere arbitrary apportionment of costs over the various orders and accounts on a basis of tonnage, or sales value, or something of that sort, would have given results of no significance. Probably the most important part of the study was the determination of proper measures of service and the development from them of the necessary unit costs.

As several different routes were involved in both companies, it was found desirable to treat some of the expenses on a route basis.

Order-taking costs, for example, consist of salesmen's salaries and traveling expense. As these are known for each

route, it was possible to determine an individual cost per salesman's call on every route. Variations were found, of course, between the routes, as well as between the companies.

Allocation of Expenses.

Certain expenses—such as freight, drayage and box and packing costs—were determinable for each order individually. Freight and drayage charges were examined and allocated, order by order.

The characteristics of the box used for each order were determined, and the cost of such a box plus the cost of packing such a box were figured item by item.

Since none of these charges includes any overhead or general expenses, the charges are directly traceable to the individual transactions involved and would disappear almost entirely if the transactions had not taken place.

In other words, if only half as many sales calls were to be made, one salesman in many cases could do the work of two. If the number of orders handled was reduced by half a proportionate amount of package, packing, freight and drayage expense would disappear.

Conversely, if more territory is to be covered, more calls must be made and more salesmen employed, and proportionate additional delivery expenses will be incurred.

Handling Clerical Expense.

Clerical expenses related to book-keeping, credits and collections were analyzed for the clerical department as a whole—that is, as to all routes operated by the company.

From a careful analysis of the service performed by each employee and the various items of supplies used, plus a further analysis into the source of bad debt losses, a set of unit costs per item, per order and per account was developed. Each item, order and account from the routes under review was then costed accordingly, with a resulting charge directly related to the clerical service performed in connection with the transaction.

TABLE 5.
Expenses in Functional Units.

Function.	Unit of measure.	Costs in cents per unit.
Order taking		
Personal calls	No. personal calls.	97.5 86.2
Phone solicitation	No. phone calls.	23.8
Packing & shipping		
Boxes & packing	Variable ¹	
Loading into cars	Cwt. loaded.	4.3 12.0
Delivery		
Freight	Actual by orders.	
Drayage	Actual by orders.	
Sales bookkeeping		
Orders	No. sales tickets.	12.0 12.9
Items	No. items.	3.0 4.0
Credit & collection		
Personal calls	No. calls.	10.8 28.3
Office expense	No. accounts.	17.7 19.0
Bad debts	Variable ²	
General overhead	Cwt. sold.	8.7 15.2

¹ Expense of boxes and packing vary according to size of shipment, and were separately calculated for each order according to type of box used and average cost of packing such a box.

² Bad debt losses vary according to size of account, and were charged on a sliding scale running from 2 per cent accounts of less than \$25 down to 1/10 of 1 per cent or less on large accounts.

The final item of selling and overhead expense was spread on an arbitrary basis over the total volume of business. This apportionment is a rather meaningless one, but since less than five per cent of the total expense was involved in either company, the re-

sults would be only slightly affected by any method of apportionment adopted.

Table 5 shows the functional unit costs developed, together with the unit of measure applied in each case. Where the units are not shown, it indicates that the expense was allocated as actually incurred on each order, or according to the basis described in the footnotes to the table.

Expense of Handling Orders of Various Sizes.

It is generally recognized in the trade that a small order is relatively more expensive to handle than a large order, but *there is probably little appreciation of how great the difference is in the selling and delivering cost.*

The variances are particularly marked on orders of less than 100 lbs., as will be noted from Table 6, below:

TABLE 6.
Cost of Handling Orders of Various Sizes.

Size of order.	Company C. Total cost.	Cost per lb.	Company D. Total cost.	Cost per lb.
Less than 25 lbs.	\$2.11	14c	\$2.05	18c
25 to 50 lbs.	2.31	6	2.86	7½
50 to 100 lbs.	2.72	3½	3.27	4½
100 to 200 lbs.	3.51	2½	4.11	2½
200 to 500 lbs.	5.41	1½	5.97	2
500 to 1,000 lbs.	7.31	1½	9.82	1½

The orders handled by local freight involved even heavier costs on the small shipments than did the car route

per \$100 of sales was calculated as in the previous study.

The averages thus developed are presented in Table 7, in columns 1 and 3. To make this information more explicit, a series of price differentials, such as would have been necessary to make accounts of all classes equally profitable, is shown in columns 2 and 4.

It is not to be inferred that these differentials were actually in effect, the contrary being indicated by the material in later sections of this article. They are interesting, however, as indicating the extent to which prices would have had to be varied according to the size of the accounts if all accounts were to be rendered equally profitable to the company.

Price Differentials Practical?

It will be noted that the smallest account-groups are not included in the differential scale because of the disproportionate cost of serving these accounts and the apparent impossibility of setting a differential which would be practical of application.

It has been assumed that the base price might have been set on accounts running from \$50 to \$100 per month and that price differentials amounting to as much as 1½c might be applied in the case of very large accounts.

TABLE 7.
Expenses and Requisite Price Differentials for Accounts of Various Size Classes.

Size of account.	Company C		Company D	
	Expense per \$100 of sales.	Price differential* (Cts. per lb.)	Expense per \$100 of sales.	Price differential* (Cts. per lb.)
Less than \$ 25	\$43.36	.....	\$29.07	.....
Less than \$ 50	\$34.36	.....	\$29.07	.....
50 to 100	14.02	0	11.85	0
100 to 200	10.21	— ¾	8.85	— ¾
200 to 300	8.26	— 1	7.65	— 1
300 to 400	7.76	— 1½	7.79	— 1
400 to 500	6.74	— 1½	.....	.....
500 to 1,000	6.04	— 1½	.....	.....
1,000 to 2,000	6.13	— 1½	.....	.....
Average	\$ 8.76	.....	\$11.48	.....

orders, because of the minimum freight rates charged on small shipments and the cost of extra packaging expense.

Expense of Handling Accounts of Various Sizes.

The costs per order referred to in the preceding section are to some extent hypothetical because they are based on an assumed typical order of certain characteristics. In the study, an actual cost was applied, not to each order, but to each customer's account.

In other words, the functional unit costs were determined, an actual calculation was made for each customer served during the period under review and the cost of handling his business was computed for comparison with the gross margin realized on that business.

When all the customers' accounts had been thus costed they were grouped according to size, and the average expense

*It should be noted that the differential is based not on the present average price per pound, but on a hypothetical maximum or list price which would be charged to customers of minimum size and which could be discounted for larger buyers at approximately the rate indicated.

It should also be noted that these differentials are not necessarily typical or standard, but are introduced merely by way of illustration of what prices these particular companies would have had to charge to compensate for cost of service rendered and to make all classes of business equally profitable to handle.

Whether an actual price differential based on the size of the account is practical in the packing industry seems to be open to question.

Under present sales methods, where each transaction involves an individual bargain on that particular order, it is the feeling of many packinghouse sales executives that the size of the order rather than the size of the account should govern the price differential.

This will almost certainly be true in the case of out-of-town customers, and the differential scale given in Table 7 is, therefore, of interest more as a guide to general policy than as an indication of a readily applicable pricing plan.

Profitableness of Accounts of Various Sizes.

Both of the companies which furnished data for our present study had information available as to the gross margin received on each order. It was possible, therefore, to determine not only the cost of handling a given account but also the actual net results from the business.

In Table 8 is given a summary of the profitableness of the various accounts, grouped according to size.

In the case of Company C the small

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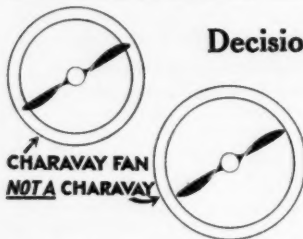




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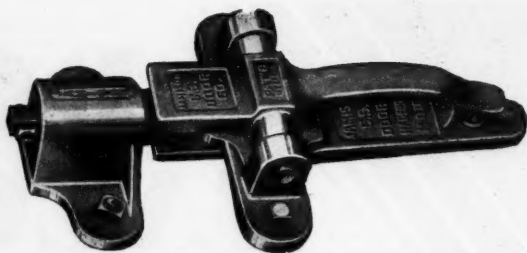
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accounts—those furnishing a volume of less than \$100 per month—were almost uniformly unprofitable to handle. The accounts of medium size—that is, from \$100 to \$300 per month—were profitable in a majority of instances, but include many unprofitable customers.

Of the accounts of over \$300, about 75 per cent were profitable, and the others show only very small losses. It appears that if the routes in question had contained only accounts like the 45 largest ones, the profit would have been greater than with the inclusion of the 237 remaining accounts of medium and

business on these routes are in direct contradiction to the rather generally held opinion of packinghouse executives, namely, that such heavy price concessions are exacted by buyers in large quantities as to make the business of these large buyers unprofitable.

The reverse would seem to be the case in the trade here studied, and there is some evidence to indicate that in the branch houses also the allowance in price granted to large customers is still smaller than the saving in expense through sales in large unit quantities.

Cost reduction, it is true, is not ac-

branch house.

In judging the desirability of an order the packer should have in mind not merely its size but also the service required to sell, pack, load, deliver and collect for it. The apparently desirable large order which actually involves an unreasonable amount of selling and delivery service often is met with in the branch house, but is less characteristic of car route and l. c. l. freight sales.

Comparison of Costs by Selling Agencies.

Since these studies of small orders and accounts have covered three different types of selling agencies—namely, branch houses, car routes, and l. c. l. freight routes—it is inevitable that some readers will seek to make comparisons of the costs of performing various functions through these different agencies. Many people are interested in the relative expense of distributing through branch houses and through car routes, and will welcome the addition of any new information to the data already available on that subject.

Partly in answer to questions which are likely to be raised on that point, but more particularly to summarize the results of the different studies, figures are presented in Tables 9, 10, 11 and 12 to show in comparative form the experience of the different agencies as to volume, size of orders and accounts, functional unit costs, and total costs for orders and accounts.

In reading these figures it should be borne particularly in mind that the purpose of the studies was not to develop a standard or typical cost of distribution through one agency for comparison with the cost of distribution through another, but rather to compare the cost of selling orders and accounts of different sizes within each of several representative channels of distribution.

Not a Comparison of Agencies.

It must be remembered also that the sample taken for the study is so small as not by any means to be considered necessarily representative. The figures in the comparative tables simply show that in two branch houses picked at random the results bear such and such a relation to those in five car routes of another company and three l. c. l. freight routes of still another company.

There is little in the data which can be considered indicative of the relative economy of one agency as compared with another.

The figures given for the two branch

TABLE 8.

Profitableness of Accounts According to Size.

Company C—	No. accts.	Vol. ume.	—Margin—		—Expense—		—Profit—	
			Dollars.	Pct.	Dollars.	Pct.	Dollars.	Pct.
Less than \$25.....	20	\$ 339	\$ 37	10.91	\$ 147	43.36	\$ 110*	32.45*
\$ 25 to \$ 50.....	33	1,261	135	10.70	267	21.14	132*	10.44*
50 to 100.....	61	4,508	444	9.85	632	14.02	188*	4.17*
100 to 200.....	77	11,367	1,181	10.40	1,160	10.21	21	.19
200 to 300.....	46	11,311	1,112	9.83	935	8.26	177	1.57
300 to 400.....	17	5,891	615	10.45	457	7.76	158	2.69
400 to 500.....	8	3,612	330	9.15	243	6.74	87	2.41
500 to 1,000.....	13	8,726	712	8.15	528	6.04	184	2.11
More than \$1,000....	7	9,808	902	9.20	601	6.13	301	3.07
Total	282	\$56,823	\$5,468	9.64	\$4,970	8.76	\$ 498	.88
Company D—								
Less than \$25.....	65	\$1,008	\$ 209	20.75	\$ 293	29.07	\$ 84*	8.32*
\$ 25 to \$ 50.....	101	3,571	670	18.77	596	16.69	74	2.08
50 to 100.....	105	7,529	1,370	18.20	892	11.85	478	6.35
100 to 200.....	58	7,976	1,422	17.82	706	8.85	716	8.97
200 to 300.....	16	3,724	667	17.91	285	7.65	382	10.26
300 to 400.....	3	995	182	18.30	78	7.84	104	10.46
Total	348	\$24,803	\$4,520	18.20	\$2,850	11.48	\$1,670	6.72

*Loss.

small size.

Effect of Price Concessions.

In the case of Company D it is evident that small accounts were sold on a more satisfactory basis. This is explained by the company's policy of differentiating in price according to the size of individual orders.

It appears from the showing of the various accounts that the higher price realized on small orders, while not fully covering the costs of handling them, does eliminate to a large extent that unprofitable business which many other concerns evidently are cultivating.

The findings in respect to the profitableness of the different classes of

complicated in the case of every large order. A 500-lb. order which is made up of fifty different items to be delivered at fifteen or twenty different locations, and possibly at three or four different times, may easily be a very expensive order to handle.

What Is a Profitable Account?

On the other hand, a 500-lb. order for delivery to a single place at a single time costs little more to sell and deliver than a 50-pound order of similar characteristics. Moreover, the order which results from a single salesman's call is far less costly than one which requires three or four calls, half a dozen telephone conversations, and possibly a visit by the buyer to the plant or

houses are those presented in our previous study, with the addition of charges representing the cost of packing, loading and delivering from the plant to the branch. These costs were obtained from each of the two companies covered by the previous study and were added to the branch-house costs which had already been determined.

The expenses for the three classes of selling agency are, therefore, on a fully comparable basis as to the functions performed. All of them cover the entire cost connected with selling the product, packing and transporting it from the plant department to the purchaser's store, collecting the money and handling all the clerical work in connection with the transaction.

Compares Weights, Values, Costs.

Table 9 presents a few unit weights, values, etc., which are interesting for comparison. The relative advantage of the car route in the size of the average order is clear, but the advantage of the branch house in the size of the account and the number of orders per period helps to offset this.

TABLE 9.

Comparative Data on Weights, Values, and Costs.			
	2 Branch houses.	5 Car routes.	3 L. C. L. routes.
Sales price per cwt.....	\$22.60	\$21.45	\$27.95
Expense per cwt.....	\$ 2.04	\$ 1.68	\$ 3.21
Weight of av. order, lbs.	146	246	117
Value of av. order.....	\$33.10	\$52.70	\$32.70
Expense per order.....	\$ 3.02	\$ 4.62	\$ 3.75
Items per order.....	2.4	4.4	3.5
Tonnage per customer,			
lbs.	1,900	930	258
Orders per customer.....	15.4	3.8	2.2

The l. c. l. freight routes (on which only specialties were sold) naturally show a lower tonnage per order, but compensate for this by a better average price per pound of product. The small number of orders per customer means, however, that the total volume done with each customer is limited, as must almost necessarily be the case when the business is confined to specialty items of various kinds.

Functional Costs Vary.

Table 10 presents a comparison of the cost per hundred-weight of performing various functions in the three types of selling agency.

TABLE 10.

Comparative Summary of Distribution Expenses in Unit Costs per Cwt.			
	2 Branch houses.	5 Car routes.	3 L. C. L. freight routes.
Order taking	\$.25	\$.54	\$.84½
Packing and loading.....	.65½	.30½	.83
Delivery .....	.71	.68	.73
Sales bookkeeping .....	.08	.10½	.23
Credit and collections .....	.05	.10½	.42½
Branch house storage.....	.22	.....	.....
Supervision .....	.07½	.08½	.15
Total	\$2.04	\$1.88	\$3.21

The branch house has a striking advantage in respect to order-taking expense, owing to the fact that the salesmen work a concentrated territory and have practically no traveling expense. This advantage is largely offset by the cost of branch house storing and handling of product.

Packing and loading expense is heavier both in the branch houses and the l. c. l. freight routes than on the car routes, owing in the former case to the rehandling of product in the branch, and in the latter case to the smaller and more substantial packages made necessary for local freight shipments.

Delivery expense, including freight

and drayage, is surprisingly uniform for the three types of agency, the higher freight charges on car routes and l. c. l. shipments being offset by higher local delivery costs from the branch house in a large city.

Exceptionally heavy unit clerical expenses in connection with the l. c. l. freight business are due principally to the smaller tonnages sold—particularly to the heavy cost of invoicing where bills of lading, dray sheets, etc., must be prepared, and to the relatively large credit and collection costs on small accounts and small orders.

Selling and Delivery Costs.

Table 11 presents in detail the items making up the cost of selling and delivering an order of 25 lbs., one of 100 lbs. and one of 500 lbs., through each of the three types of selling agency.

These unit costs probably represent a fair measure of the proper charge against each order for the functional service indicated, although the cost of selling, credits, collections, etc., can be applied to individual orders only on a somewhat arbitrary basis.

The advantage of the branch house in handling the very small orders is due to the lower cost of salesmen's calls when goods are sold locally, and to the

more and smaller orders making up the small accounts in the branch houses than on the l. c. l. freight routes of Company D.

Conclusions from Study.

The facts presented in this study support and emphasize the conclusions stated in the closing pages of the study on "The Cost of Handling Small Orders and Accounts." These were to the general effect that small orders and small accounts are numerous, and that they are excessively expensive to handle; also that a definite effort should be made by meat packing companies to adjust their prices so as to encourage purchasing in larger unit quantities and to equalize the returns from all classes of trade.

To these conclusions may be added the following, which are brought particularly into view by the present study.

1—The number of small orders tends to be less on peddler car and l. c. l. freight routes than in the branch houses, but the number of small accounts is almost equally great because there are fewer orders per customer.

Branch House Distribution.

2—Small orders are relatively less expensive to handle when the distribution

TABLE 11.

Comparative Cost of Handling Orders of Various Sizes Through Branch Houses, Car Routes, and L. C. L. Freight.

Factor of cost variation.	—25-lb. order—			—100-lb. order—			—500-lb. order—		
	Brch. hse.	Car route.	L. C. L. frt.	Brch. hse.	Car route.	L. C. L. frt.	Brch. hse.	Car route.	L. C. L. frt.
Salesman's calls	\$.34	\$1.35	\$.90	\$.34	\$1.35	\$.90	\$.34	\$1.35	\$.90
Boxes and packing .....	.15	.15	.37	.90	.35	.83	3.00	1.50	1.73
Freight .....	.14	.12½	.40	.55	.50	.40	2.75	2.50	2.00
Local delivery .....	.40	.25	.25	.40	.25	.25	.40	.25	.25
Orders .....	.02½	.12	.41	.02½	.12	.41	.02½	.12	.41
Items .....	.12	.04½	.06	.24	.00	.12	.48	.18	.24
Accounts .....	.07½	.04	.09	.07½	.04	.09	.07½	.04	.09
Bad debts .....	.10	.10	.10	.10	.10	.10	.10	.10	.10
Volume .....	.07	.03	.04	.30	.09	.15	1.50	.43	.75
Total	\$1.42	\$2.21	\$2.71	\$2.63	\$2.50	\$3.34	\$8.67	\$6.47	\$8.56
Per lb.	5.7c	8.8c	10.8c	2.6c	2.5c	3.3c	1.7c	1.3c	1.3c

lower packing and delivery expense resulting from the postponement of breaking bulk until after the branch house is reached. By the time a 500-lb. order is reached this initial advantage has disappeared and all three selling agencies are on a fairly uniform basis as to total cost.

Expense and Size of Accounts.

Table 12 presents a comparison of expense per \$100 of sales for accounts of various size-classes as handled through each of the three selling agencies.

TABLE 12.

Comparative Cost of Handling Accounts of Various Sizes Through Branch Houses, Car Routes, and L. C. L. Freight.

(Costs per \$100 of sales)			
Size of account.	2 Branch houses.	5 Car routes.	3 L. C. L. freight routes.
Less than \$25.....	\$41.75	\$43.19	\$29.05
\$ 25 to \$ 50	20.93	21.14	16.67
50 to 100	15.35	14.02	11.83
100 to 200	12.62	10.21	8.84
200 to 300	10.38	8.26	7.65
300 to 400	9.61	7.76	7.79
400 to 500	8.69	6.74	...
500 to 1,000	8.37	6.94	...
1,000 to 2,000	7.53	6.13	...
More than \$2,000.....	6.96	...	...
Average	\$ 8.64	\$ 8.76	\$11.48

Curiously enough, the branch houses and car routes, which have a lower cost for small orders, show a higher cost for small accounts. This results in part from the fact that the small accounts absorbed a larger than average number of unproductive salesmen's calls (i. e., those producing no orders at all) and partly from the fact that there were

is through a branch house than through a car route or l. c. l. freight shipment, but the small accounts of branch houses and car routes show higher costs per \$100 of sales than those of the company selling specialties by l. c. l. freight.

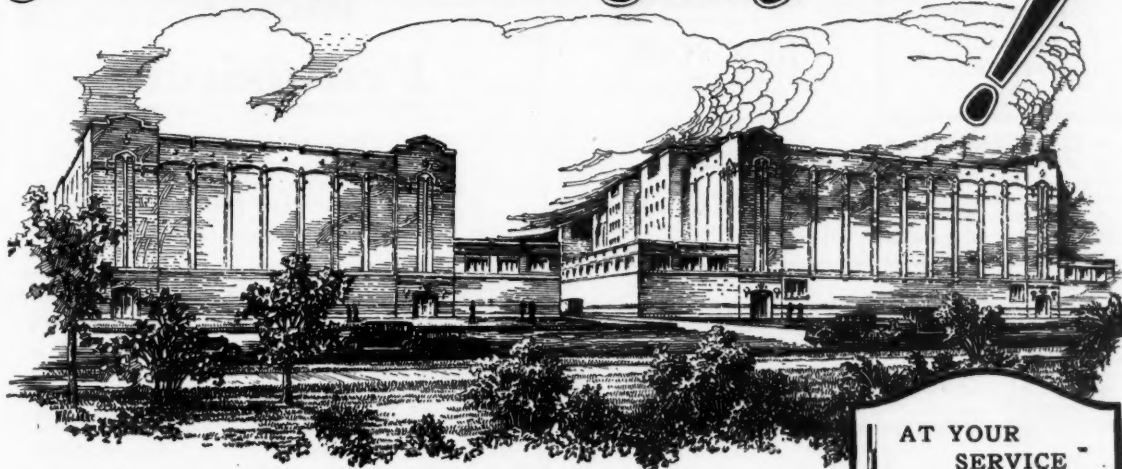
3—While some companies get a higher price for small orders, it is difficult to make the differential high enough to cover the costs incurred in connection with the very small units of purchase.

4—Margins are at all times so narrow that even a very slight alteration in the relative cost of serving a customer may transform his business from the profitable to the unprofitable class. Even relatively high distribution costs, however, may be covered when margins are carefully set and proper price differentials adopted to cover costs of service.

5—Many small orders and small accounts now cultivated are definitely unprofitable and could be eliminated with advantage to the selling company.

This presentation completes the material collected by the Institute in respect to small orders and small accounts. The development of a practical sales program which will eliminate or reduce the losses from this source will be the subject of a further bulletin if the character of the available material seems to justify continued attention to the problem.

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Chicago Section

Jay E. Decker, president of Jacob E. Decker & Sons, Mason City, Ia., was a business visitor in the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 30,947 cattle, 6,162 calves, 42,484 hogs and 41,786 sheep.

Isaac Powers, vice president and general manager, Home Packing Co., Terre Haute, Ind., spent a day in the city this week on business.

Ernst Terhardt, well known hotel supply man, was a visitor in Chicago this week. Mr. Terhardt is vice-president of the Chicago Packing Co., Detroit, Mich.

A meeting of the Committee on Accounting, of the Institute of American Meat Packers, of which G. M. Pelton, of Swift & Company, is chairman, was held Thursday, September 19, at the Institute offices.

George G. Jordan, general sales manager, Lomen Reinder Corporation, Seattle, Wash., was a visitor in the city the latter part of last week. Mr. Jordan was on his way back to Seattle after a business trip in the East.

A meeting of the Committee on Purchasing Practice of the Institute of American Meat Packers, of which John G. Hormel of George A. Hormel and Company, is Chairman, was held Friday, September 20, at the Institute offices.

Provision shipments from Chicago for the week ended Sept. 14, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
	1928.	1928.	1928.
Cured meats, lbs.	22,026,000	23,072,000	29,496,000
Fresh meats, lbs.	42,399,000	28,382,000	35,734,000
Lard, lbs.	9,536,000	9,809,000	12,901,000

Oscar Mayer & Co., Chicago, Ill., which for some time has broadcasted a weekly musical program over station WBBM transferred its radio advertising to station WGN on September 20. The company will be on the air every Friday evening at eight o'clock, Chicago time, which is one hour earlier than Central standard time.

Friends and acquaintances in Chicago of Dan Gallagher, provisions broker, who is spending his vacation in the north woods near the Canadian lake, have been waiting patiently all week the arrival of a promised box of fish. To date it has not been received, but knowing Dan's ability as a fisherman they know it will show up sooner or later.

John C. Cutting, of Batchelder & Snyder, Boston, was a visitor in Chicago this week. Mr. Cutting has been vacationing in Wisconsin, playing golf and tennis and getting ready to put over a big year's business, not only in

meats but in the many kinds of frosted foods which have been made possible through the tie-up of Batchelder & Snyder and Frosted Foods, Inc.

The following out of town representatives of member companies of the Institute were in Chicago during the past week attending various committee meetings: John J. Burke, Rochester Packing Company, Rochester, N. Y.; L. B. Dorr, Jacob Dold Packing Company, Buffalo, N. Y.; and H. M. Shulman, and W. G. Graham, both of Hammond Standish & Co., Detroit, Mich.

C. F. Krusbe, of the Krusbe Brokerage Co., has decided to take no more chances on being north of the Michigan Avenue bridge when booked for an aeroplane trip. Recently while he and Joe Roti, president and general manager of the Fulton Market Provision Co., were returning from a business conference they were delayed by the opening of the bridge and the aeroplane on which they had bookings for Detroit left without them. Mr. Roti's trusty roadster was pressed into service and the 288 miles were covered in a little over 5 hours.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Sept. 18, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on Sept. 11, or nearest previous date, were as follows:

	Sales.	High.	Low.	Close.
	Wk. ended	Sept. 18.	Sept. 18.	Sept. 11.
Amal. Leath.	200	6	6	6
Do Pfd.	300	42	42	43
Amer. H. & L.	400	8 1/4	8 1/4	8 1/4
Do Pfd.	1,600	49	49	49 1/2
Amer. Strs.	4,000	99	98	98 1/2
Armour A.	14,400	11 1/2	11 1/2	12 1/2
Do B.	12,400	6 1/2	6 1/2	6 1/2
Do Pfd.	200	73	73	74 1/2
Do Del. Pfd.	800	87	87	88 1/2
Barnett Leath.	100	7 1/4	7 1/4	8
Beechnut Pack.	15,000	92 1/2	92	92
Bohack, H. C.	400	81 1/4	81 1/4	80
Brennan Pack.	200	56 1/2	56 1/2	56 1/2
Chick. C. Oil.	1,600	36 1/4	36 1/4	36 1/4
Childs Co.	6,200	70 1/4	70 1/4	70
Cudahy Pack.	3,200	50 1/4	50 1/4	51 1/2
First Nat. Strs.	23,500	89 1/4	85 1/4	87 1/2
General Foods.	32,700	69 1/2	69	70 1/2
Globe Co.	15,100	35	33 1/2	34 1/2
Gt. A. & P. Pfd.	130	115 1/2	115 1/2	115 1/2
Hormel, G. A.	5,100	57 1/2	56 1/2	57 1/2
Hygrade Food.	8,300	29	28 1/2	31
Kroger G. & B.	52,200	92 1/4	91 1/4	90 1/4
Libby McNeill.	22,800	18 1/4	17 1/2	18
MacMarr Strs.	2,500	40 1/4	40 1/4	40 1/2
Mayer, Oscar.	1,600	17 1/2	17 1/2	17 1/2
Do 1st Pfd.	105	103	103	103
Do 2nd Pfd.	111	108	108	108
Miller & Hart.	100	43 1/4	43 1/4	43 1/4
Morrell, John.	350	71	70 1/2	72
Nat. Fd. Pr. B.	900	9	8 1/2	9
Nat. Leather.	2,250	3 1/4	3 1/4	3 1/4
Nat. Tea.	2,600	63 1/4	63 1/4	65 1/2
Proc. & Gam.	45,800	89	87 1/2	89 1/2
Rath Pack.	900	35	34	35 1/2
Safeway Strs.	22,600	187 1/2	182 1/2	183 1/2
Do 6 1/2 Pfd.	1,740	101	100	100
Do 7 1/2 Pfd.	460	105	105	103
Stahl-Meyer	1,800	25 1/2	25 1/2	24 1/2
Strauss-Roth	3,400	136 1/2	136 1/2	140
Swift & Co.	2,000	34 1/4	34 1/4	34 1/4
Do Int'l.	1,200	39 1/2	39 1/2	39 1/2
Trunz Pork	3,900	42 1/2	42 1/2	42 1/2
U. S. Cold Str.	3,000	42 1/2	42 1/2	42 1/2
U. S. Leath.	2,100	22	22	22
Do A.	1,200	36 1/2	35	35 1/2
Do Pr. Pfd.	100	33 1/2	33 1/2	33 1/2
Wesson Oil	3,000	34 1/2	34 1/2	34 1/2
Do Pfd.	1,700	58 1/2	58 1/2	59 1/2
Wilson & Co.	800	6 1/2	6 1/2	7
Do A.	2,000	15 1/2	15 1/2	16 1/2
Do Pfd.	500	58	58	59 1/2

TRADE GLEANINGS

The Columbia Meat & Sausage Co., Dallas, Tex., has installed a 3-ton refrigerating machine.

Roberts & Withington, 16 Blackstone st., Providence, R. I., have installed a 20-ton refrigerating machine in their meat packing plant.

John Morrell & Co., Ottumwa, Ia., will erect a three-story branch house in Philadelphia, Pa. The building will cost about \$40,000.

Stahl-Meyer, Inc., New York City, is having plans prepared for the construction of a one-story addition in its plant. The estimated cost is \$60,000.

The Williamsburg Wholesale Meat Co., New York City, has been incorporated with a capital stock of 200 shares of stock of no par value.

The Davison Chemical Co., Midland, Mich., has acquired, through its subsidiary, the Eastern Cotton Oil Co., a controlling interest in the Fremont Cotton Oil Co., Goldsboro, N. C.

The National Meat Co., San Francisco, Calif., is moving into its new plant which has recently been fitted up to do a wholesale meat business. The company is spending approximately \$25,000 on improvements. Formerly the firm catered to steamships, but it is now going in for local distribution.

Construction of a chain of rendering plants in 20 of the more important cities of the Southwest is announced by the United Rendering Co., owned and operated by the Banfield Packing Co., Tulsa, Okla. Plants are already in operation in Oklahoma City, Fort Smith, Ark., Houston, Tex., and Tulsa, Okla. Plants are under construction at two locations, and the company is preparing to build at Lake Charles and Lafayette, La.

PLANT EQUIPMENT CATALOG.

The full line of equipment, including many sizes and styles of trucks, cages, buckets, tables, washers, cooking cabinets and kettles, tanks and miscellaneous articles manufactured by the Globe Company, 818 West Thirty-sixth st., Chicago, Ill., is illustrated and described fully in a new catalog issued recently and now available to those interested.

Interesting features of the book are the clearness of the illustrations, the brief and thorough manner in which the various articles of equipment are described and the high quality of the paper on which it is printed. Packers interested in aids to better products and more efficient operation will find the book of considerable value.

STOCK ON CHICAGO BOARD.

Trading in stocks on the Chicago Board of Trade started on Monday, September 16, 1929. At the opening session close to 70,000 shares were dealt in. Among the meat packing firms listed here are Armour A, Armour B, Brennan Packing Co., Oscar Mayer & Co. first preferred, Mayer second preferred, and Mayer common. Among the other stocks listed of interest to the meat industry is the United States Cold Storage Co.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
Sept. 19, 1929.

Regular Hams.	
Green.	10 1/2
8-10	10 1/2
10-12	10 1/2
12-14	10 1/2
14-16	10 1/2
16-18	10 1/2
18-20	10 1/2
20-22	10 1/2
16-18 range.	10 1/2 @ 17 1/2
16-22 range.	10 1/2 @ 16 1/2

S. P. Boiling Hams.

H. Run.	
16-18	10
18-20	10
20-22	10

Skinned Hams.

Green.	
10-14	19 1/2
14-16	19
16-18	18
18-20	18 1/2
20-22	18 1/2
22-24	14 1/2
24-26	14
26-30	13
30-35	12 1/2

Picnics.

Green.	
4-6	14 1/2
6-8	13 1/2
8-10	11 1/2
10-12	11 1/2
12-14	11 1/2

Bellies.*

Green.	
6-8	20 1/2
8-10	18 1/2
10-12	16 1/2
12-14	15 1/2
14-16	15 1/2
16-18	15 1/2

*Square Cut and Seedless.

D. S. Bellies.

Clear.	
14-16	13 1/2
16-18	13 1/2
18-20	13 1/2
20-22	13 1/2
22-24	13 1/2
24-26	13 1/2
26-30	13
30-35	12 1/2
35-40	12 1/2
40-50	12 1/2

D. S. Fat Backs.

Green.	
8-10	10 1/2
10-12	10 1/2
12-14	10 1/2
14-16	10 1/2
16-18	10 1/2
18-20	10 1/2
20-22	10 1/2

D. S. Rough Ribs.

45-50	13 1/2 n
50-60	13 n
60-70	12 1/2
70-80	12 1/2 n

Other D. S. Meats.

Extra short clears.	35-45	14
Extra short ribs.	35-45	14
Regular plates	6-8	11 1/2
Clear plates	4-6	9 1/2
Jowl butts		8 1/2

FUTURE PRICES.

SATURDAY, SEPTEMBER 14, 1929.

	Open.	High.	Low.	Close.
LARD—				
Sept.	11.70	11.70	11.50	11.50n
Oct.	11.75	11.75	11.50	11.50n
Nov.	11.85	11.85	11.72 1/2	11.72 1/2 ax
Dec.	12.25	12.25	12.10	12.10b
CLEAR BELLIES—				
Sept.				13.10n
Oct.				13.10
Nov.				13.12 1/2 b
SHORT RIBS—				
Sept.				12.00n
Oct.				12.00n

MONDAY, SEPTEMBER 16, 1929.

	Open.	High.	Low.	Close.
LARD—				
Sept.	11.65	11.65	11.60	11.65
Oct.	11.55	11.65	11.65	11.60
Nov.	11.77 1/2	11.87 1/2	11.77 1/2	11.85 ax
Dec.	12.25	12.25	12.15	12.15
CLEAR BELLIES—				
Sept.				13.10n
Oct.				13.10 ax
Nov.				13.25 ax
Dec.				13.70
SHORT RIBS—				
Sept.				12.00n
Oct.				12.50 ax

TUESDAY, SEPTEMBER 17, 1929.

	Open.	High.	Low.	Close.
LARD—				
Sept.	11.65	11.67 1/2	11.55	11.55
Oct.	11.67 1/2	11.67 1/2	11.55	11.55
Nov.	11.87 1/2	11.87 1/2	11.55	11.55n
Dec.	12.25	12.25	12.15	12.15
CLEAR BELLIES—				
Sept.				13.12 1/2 ax
Oct.				13.12 1/2 ax
Nov.				13.25
Dec.				13.70
SHORT RIBS—				
Sept.				12.00n
Oct.				12.50n

WEDNESDAY, SEPTEMBER 18, 1929.

	Open.	High.	Low.	Close.
LARD—				
Sept.	11.60	11.60	11.55	11.57 1/2 =b
Oct.	11.60	11.60	11.52 1/2 =	11.57 1/2 =
Nov.	11.82 1/2	11.82 1/2	11.75	11.77 1/2 =b
Dec.	12.16	12.17 1/2 =	12.15	12.17 1/2 =
CLEAR BELLIES—				
Sept.				13.00n
Oct.				13.02 1/2
Nov.				13.20
Dec.				13.60
SHORT RIBS—				
Sept.				12.00n
Oct.				12.50n

THURSDAY, SEPTEMBER 19, 1929.

	Open.	High.	Low.	Close.
LARD—				
Sept.	11.57 1/2	11.57 1/2	11.50	11.57 1/2
Oct.	11.57 1/2	11.60	11.50	11.60 ax
Nov.	11.67 1/2	11.70	11.67 1/2	11.70
Dec.	11.82 1/2	11.85	11.75	11.82 1/2 ax
Jan.	12.25	12.27 1/2	12.20	12.25 ax
CLEAR BELLIES—				
Sept.				12.90n
Oct.				12.90 ax
Nov.				13.15
Dec.				13.60
SHORT RIBS—				
Sept.				12.00n
Oct.				12.50n

FRIDAY, SEPTEMBER 20, 1929.

	Open.	High.	Low.	Close.
LARD—				
Sept.	11.62 1/2	11.62 1/2	11.50	11.52 1/2 b
Oct.	11.62 1/2	11.65	11.52 1/2	11.57 1/2
Nov.	11.82 1/2	11.85	11.77 1/2 =	11.77 1/2 ax
Dec.	12.30	12.30	12.22 1/2	12.22 1/2
Jan.	12.50	12.50	12.45 =	12.45 = ax
CLEAR BELLIES—				
Sept.				12.85n
Oct.				12.85 ax
Nov.				13.10n
Dec.				13.50 ax
SHORT RIBS—				
Sept.				12.00n
Oct.				12.50n

Key: ax, asked; b, bid; n, nominal; = split.

CHICAGO RETAIL MEATS

Beef.

Week ended.

	Sept. 18, 1929.	Cor. wk. 1928.			
No.	No.	No.	No.	No.	No.
1.	2.	3.	1.	2.	3.
Rib roast, hvy. end.	35	30	16	35	30
Rib roast, lt. end.	45	35	20	45	35
Chuck roast	32	27	21	38	33
Steaks, round	50	40	25	55	50
Steaks, sirlo. cut	50	40	25	55	45
Steaks, porterhouse	60	45	25	75	45
Steaks, flank	28	25	18	28	25
Beef steak, chuck	27	23	15	27	22
Corned briskets,					
boneless	22	28	15	28	24
Corned plates	20	18	10	20	15
Corned rumps, bmk.	25	22	18	25	22

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	35	33	40	30
Legs	34	32	30	20
Stews	22	15	25	15
Chops, shoulder	25	20	25	20
Chops, rib and loin	25	20	25	20

Mutton.

Legs	26	26	..	..
Stew	14	10	..	..
Shoulders	16	16	..	..
Chops, rib and loin	35	35	..	..

Pork.

Loins, 8@10 av.	34	36	38	40
Loins, 10@12 av.	32	34	34	37
Loins, 12@14 av.	28	30	32	34
Loins, 14 and over	24	25	26	28
Chops	20	22	22	24
Shoulders	20	22	22	24
Butts	25	27	27	32
Spareribs	16	17	17	22
Hocks	12	12	14	14 1/2
Leaf lard, raw	14	14	14	14 1/2

Veal.

Hindquarters	35	35	35	40
Forequarters	24	24	24	28
Legs	35	35	35	40
Breasts	16	22	16	22
Shoulders	20	22	18	22
Cutlets	20	20	20	25
Rib and loin chops	40	40	40	45

Butchers' Offal.

Suet	4	4	5 1/2
Shop fat	2 1/2	2 1/2	3
Bone, per 100 lbs.	50	50	50
Calf skins	16	16	21
Kips	12	12	12
Deacons	12	12	12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, l. c. l. Chicago	9 1/2	
Salt, 25 bbl. lots, f.o.b. N. Y.		
Dbl. refined granulated	5 1/2	5 1/2
Small crystals	7 1/2	
Medium crystals	7 1/2	
Large crystals	8 1/2	
Dbl. rfd. gran. nitrate of soda	3 1/2	3 1/2
Less than 25 bbl. lots, 3/4 more.		
Boric acid, carloads, p.w.d., bbls.	8 1/2	8 1/2
Crystals to powdered, in bbls., in 5 ton lots or more	9 1/2	9 1/2
In bbls., in less than 5-ton lots	8 1/2	8 1/2
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or pow., bbls.	5	4 1/2

Salt—	
Granulated, car lots, per ton, f.o.b. Chi.	
Medium, carlots, per ton, f.o.b. Chicago	\$6.00
bulk	
Rock, carlots, per ton, f.o.b. Chicago	2.10
	8.00

Sugar—	
Raw sugar, 96 basis, f.o.b. New Or.	
leaves	@ 4.02
Second sugar, 90 basis	None
Syrup testing 63 and 65 combined su-	
crose and invert, New York	@ .38
Standard gran. f.o.b. refiners (2%)	@ 5.40
Packers curing sugar, 100 lb. bags,	
f.o.b. Reserve, LA., less 2%	@ 4.90
Packers curing sugar, 250 lb. bags,	
f.o.b. Reserve, LA., less 2%	@ 4.80

Cattle numbers show a decline of 3 per cent to 66,693,000, and swine 17 per cent to 21,102,000. Sheep and goats together numbered 140,689,000 in 1929, an increase of 0.4 per cent above 1928.

During the years 1924-27 sheep constituted between 91 and 92 per cent of the total. No figures have been given for sheep and goats separately.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

207 SOUTH LA SALLE STREET

CHICAGO, ILL.

RUSSIAN LIVESTOCK DECREASE.

Preliminary estimates of livestock in Soviet Russia for 1929 show decreases in cattle and swine and increases in sheep and goats compared with 1928.

September 21, 1929.

THE NATIONAL PROVISIONER

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,
	Sept. 18, 1929.	1928.
Prime native steers.....	24 @25 1/2	27 @26
Good native steers.....	23 @24	26 @27
Medium steers.....	22 @23	24 1/2 @25 1/2
Heifers, good.....	20 @23	20 @25
Cows.....	15 @18	15 1/2 @18
Hind quarters, choice.....	27 @31	30 @32
Fore quarters, choice.....	20 @21	22 @23

Beef Cuts.

Steer loins, No. 1.....	@44	@44
Steer loins, No. 2.....	@43	@41
Steer short loins, No. 1.....	@54	@55
Steer short loins, No. 2.....	@49	@52
Steer loin ends (hips).....	@34	@34
Steer loin ends, No. 2.....	@33	@34
Cow loins.....	@29	@30
Cow short loins.....	@36	@36
Cow loin ends (hips).....	@22	@22
Steer ribs, No. 1.....	@33	@33
Steer ribs, No. 2.....	@32	@32
Cow ribs, No. 2.....	@20	@22
Cow ribs, No. 3.....	@16	@16
Steer rounds, No. 1.....	@23 1/2	@24 1/2
Steer rounds, No. 2.....	@23	@24
Steer chuck, No. 1.....	@19 1/2	@22
Steer chuck, No. 2.....	@19	@21
Cow rounds.....	@20	@20
Cow chuck.....	@15	@18 1/2
Steer plates.....	@14 1/2	@16
Medium plates.....	@12	@13 1/2
Briskets, No. 1.....	@10	@10
Steer navel ends.....	@10 1/2	@14
Cow navel ends.....	@10 1/2	@12 1/2
Fore shanks.....	@11	@11 1/2
Hind shanks.....	@10	@10
Strip loins, No. 1, boneless.....	@60	@70
Strip loins, No. 2.....	@48	@48
Sirloin butts, No. 1.....	@40	@40
Sirloin butts, No. 2.....	@30	@32
Beef tenderloins, No. 1.....	@75	@80
Beef tenderloins, No. 2.....	@70	@75
Rump butts.....	25 @30	20 @30
Flank steaks.....	27 @27	20 @27
Shoulder clods.....	20 @21	20 @20
Hanging tenderloins.....	@20	@18

Beef Products.

Brains (per lb.).....	@12	10 @11
Hearts.....	@14	@16
Tongues, 4 @5.....	35 @35	@35
Sweetbreads.....	@42	@43
Ox tails, per lb.....	@15	@15
Fresh tripe, plain.....	7 @8	6 @6
Fresh tripe, H. C.....	17 @22	8 1/2 @22
Livers.....	@17	@22
Kidneys, per lb.....	@14	@15

Veal.

Choice carcass.....	25 @26	27 @28
Good carcass.....	23 @24	23 @26
Good saddles.....	30 @33	27 @35
Good backs.....	18 @21	18 @22
Medium backs.....	13 @14	13 @15

Veal Products.

Brains, each.....	12 @14	11 @12
Sweetbreads.....	@75	50 @80
Calf livers.....	55 @60	50 @55

Lamb.

Choice lambs.....	@25	@29
Medium lambs.....	@23	@26
Choice saddles.....	@30	@32
Medium saddles.....	@28	@30
Choice forces.....	@20	@20
Medium forces.....	@18	@18
Lamb fries, per lb.....	@33	@33
Lamb tongues, per lb.....	@16	@15
Lamb kidneys, per lb.....	@30	@30

Mutton.

Heavy sheep.....	@7	@8
Light sheep.....	@13	@13
Heavy saddles.....	@10	@10
Light saddles.....	@16	@16
Heavy forces.....	@5	@8
Light forces.....	@10	@10
Mutton legs.....	@18	@20
Mutton loins.....	@15	@12
Mutton stew.....	@8	@8
Sheep tongues, per lb.....	@15	@15
Sheep heads, each.....	@12	@15

Fresh Pork, Etc.

Pork loins, 8 @10 lbs. avg.....	@29	@35
Picnic shoulders.....	@17	@18
Skinned shoulders.....	@17	@22
Tenderloins.....	@60	@60
Spare ribs.....	@14	@16
Back fat.....	@14	@14
Boston butts.....	@23	@28 1/2
Hocks.....	@13	@10
Neck bones.....	@12	@10
Silp bones.....	@14	@6
Blade bones.....	@14	@17
Pigs' feet.....	@7	5 @6
Kidneys, per lb.....	@11	@13
Livers.....	1 1/2 @14	@14
Brains.....	@14	@14
Ears.....	@7	@5
Snouts.....	@7	@8
Heads.....	@10	@8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@20
Country style sausage, fresh in link.....	@22
Country style sausage, fresh in bulk.....	@20
Country style sausage, smoked.....	@24
Frankfurts in sheep casings.....	@24
Frankfurts in hog casings.....	@24
Bologna in beef bungs, choice.....	@21
Bologna in cloth, paraffined, choice.....	@18 1/2
Bologna in beef middles, choice.....	@20 1/2
Liver sausage in hog bungs.....	@19
Smoked liver sausage in hog bungs.....	@26
Liver sausage in beef rounds.....	@15
Head cheese.....	@18
New England luncheon specialty.....	@30
Mixed luncheon specialty.....	@22
Tongue sausage.....	@24
Blood sausage.....	@18
Polish sausage.....	@21 1/2
Souse.....	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@40
Thuringer Cervelat.....	@26
Farmer.....	@33
Holsteiner.....	@31
B. C. Salami, choice.....	@48
Milano Salami, choice.....	@40
B. C. Salami, new condition.....	@28
Frissese, choice, in hog middles.....	@44
Genoa style Salami.....	@54
Pepperoni.....	@43
Moridella, new condition.....	@26
Capicoll.....	@55
Italian style hams.....	@42
Virginia hams.....	@55

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.25
Large tins, 1 to crate.....	8.25
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	11 1/2 @12
Special lean pork trimmings.....	@10 1/2
Extra lean pork trimmings.....	@18 1/2
Neck bone trimmings.....	@14 1/2
Pork cheek meat.....	13 1/2 @14
Pork hearts.....	11 @11 1/2
Native boneless bulk meat (heavy).....	@10 1/2
Boneless chunks.....	@14 1/2
Shank meat.....	@13 1/2
Beef trimmings.....	@12 1/2
Beef hearts.....	10 1/2 @11
Beef cheeks (trimmed).....	11 1/2 @12 1/2
Dressed canners, 300 lbs. and up.....	@11 1/2
Dressed canners, 350 lbs. and up.....	@11 1/2
Dr. bologna bulls, 500 @700 lbs.....	13 1/2 @14
Beef tripe.....	@6
Cured pork tongues (canner trim).....	@16

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack.....	40 @45
Domestic round, 140 pack.....	47 @46
Wide export rounds.....	35 @39
Medium export rounds.....	45 @48
Narrow export rounds.....	00 @65
No. 1 weasands.....	@16
No. 2 weasands.....	@10
No. 1 bungs.....	36 @39
No. 2 bungs.....	@25
Regular middles.....	1.05 @1.10
Selected wide middles.....	@2.35
Dried bladders:	
12/15.....	@2.25
10/12.....	@2.00
8/10.....	@1.25
6/8.....	@.85
Hog casings:	
Narrow, per 100 yds.....	@2.75
Narrow, special, per 100 yds.....	@2.25
Medium, regular, per 100 yds.....	1.25 @1.35
Wide, per 100 yds.....	@1.00
Extra wide, per 100 yds.....	@1.15
Export bungs.....	33 @34
Large prime bungs.....	22 @23
Medium prime bungs.....	10 @12
Small prime bungs.....	6 @7
Middles.....	18 @20
Stomachs.....	8 @10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$16.00
Honeycomb tripe, 200-lb. bbl.....	22.00
Pocket honeycomb tripe, 200-lb. bbl.....	23.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	79.00
Lamb tongues, long cut, 200-lb. bbl.....	58.00
Lamb tongues, short cut, 200-lb. bbl.....	71.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$28.00
Family back pork, 24 to 34 pieces.....	34.50
Family back pork, 35 to 45 pieces.....	34.50
Clear back pork, 40 to 35 pieces.....	27.00
Clear plate pork, 25 to 35 pieces.....	20.00
Brisket pork.....	20.50
Bean pork.....	20.00
Plate beef.....	28.00
Extra plate beef, 200 lb. bbls.....	29.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57 1/2 @1.60
Oak pork barrels, black iron hoops.....	1.65 @1.67 1/2
Pork barrels, galv. iron hoops.....	1.77 1/2 @1.80
White oak ham tierces.....	2.42 1/2 @2.45
Red oak lard tierces.....	2.62 1/2 @2.65
White oak lard tierces.....	2.62 1/2 @2.65

OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1-lb. cartons, rolls or	
prints, f.o.b. Chicago.....	@25
White animal fat margarines in 1-lb.	
cartons, rolls or prints, f.o.b. Chicago	
Nat. 1-lb. cartons, f.o.b. Chicago.....	@20 1/2
(30 and 60-lb. solid packed tubs, 10	
per lb. less.).....	@17
Pastry, 60 lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@13 1/2
Extra short ribs.....	@13 1/2
Short clear middles, 60-lb. avg.....	@16
Clear bellies, 18 @20 lbs.....	@13 1/2
Clear bellies, 14 @16 lbs.....	@14
Rib bellies, 20 @25 lbs.....	@13 1/2
Rib bellies, 25 @30 lbs.....	@13 1/2
Fat backs, 10 @12 lbs.....	@10 1/2
Fat backs, 14 @16 lbs.....	@11 1/2
Regular plates.....	@11 1/2
Butts.....	@8 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @16 lbs.....	@27
Fancy reg. hams, 14 @16 lbs.....	@29
Standard reg. hams, 14 @16 lbs.....	@25 1/2
Picnics, 4 @8 lbs.....	@19
Fancy bacon, 6 @8 lbs.....	@33
Standard bacon, 6 @8 lbs.....	@28 1/2
No. 1 beef ham sets, smoked—	
Insides, 5 @12 lbs.....	@50
Outsides, 5 @9 lbs.....	@41
Knuckles, 5 @9 lbs.....	@46
Cooked hams, choice, skin on, fattened.....	@39
Cooked hams, choice, skinned, fattened.....	@42
Cooked hams, choice, skinned, fattened.....	@42
Cooked picnics, skin on, fattened.....	@25
Cooked picnics, skinned, fattened.....	@26
Cooked loin roll, smoked.....	@46

ANIMAL OILS.

Prime edible lard oil.....	@14 1/2
Headlight burning oil.....	@12 1/2
Prime W. S. lard oil.....	@12 1/2
Extra W. S. lard oil.....	@12
Extra lard oil.....	@11 1/2
Extra No. 1 lard oil.....	@10 1/2
No. 1 lard oil.....	@10 1/2
No. 2 lard oil.....	@10 1/2
Acidless tallow oil.....	@10 1/2
20 D. C. T. neatfoot.....	@18
Pure neatfoot oil.....	@14
Special neatfoot oil.....	@11 1/2
Extra neatfoot oil.....	@11 1/2
No. 1 neatfoot oil.....	@11 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain	
about 50 gals. each. Prices are for oil in barrels.	

LARD.

Prime steam.....	@11.00
Prime steam, loose.....	@11.45
Kettle rendered, tierces.....	@11.87
Refined lard, boxes, N. Y.....	@13.00
Leaf, raw.....	@11.50
Neat, in tierces.....	@13.75
Compound, acc. to quantity.....	11 1/2 @11 1/2

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	10 1/2 @10 1/2
Oleo stocks.....	9 1/2 @9 1/2
Prime No. 1 oleo oil.....	@9 1/2
Prime No. 2 oleo oil.....	@9 1/2
Prime No. 3 oleo oil.....	@9 1/2
Prime oleo stearine, edible.....	@10 1/2

Retail Section

Putting Up the Orders of Customers Without Shorts or Overs

When an order is delivered to a customer, she expects to get just what she ordered—neither more nor less.

And if the retailer is wise, he will do his utmost to see that the order is put up as it came in, and that when it is delivered overs and shorts do not occur.

Mistakes in orders are an exasperation and a source of considerable inconvenience to the customer. They are also expensive to the dealer in loss of good will and business.

A system to prevent mistakes in order filling and delivery need not be complicated. In the following article a merchandising expert outlines several such systems in use in retail stores.

He says:

Preventing Delivery Losses

By Henry Frommes.

The meat dealer in the larger cities is getting an ever increasing amount of delivery order business—business of the semi-commercial kind—and unless an adequate system of order filling and checking is part of the store plan, losses in time and money will inevitably be the result.

In any business where there are so many differences in types of goods sold, the question of order filling is answered only by a careful study of the situation and the application of proper precautions to make the work effective.

Too often, where the meat dealer is filling commercial or institutional orders in addition to his domestic trade, such orders as they reach the meat shop are often anything but clear in detail. Over the counter selling of meats enables the salesman to discover buyer's preferences and desires; but even where the shop can contact the buyer by phone to clear up points in a requisition or written order, the result isn't always satisfactory as many a retailer has learned after the customer is lost.

Burden Rests on Dealer.

Competition in the meat business today calls for every effort on the part of the dealer to keep his service up to standard in the way of carefully-filled large orders, delivered promptly. The burden of determining just what the

customer wants rests on the meat shop and not on the customer.

A good many meat dealers who are expanding their restaurant and institutional business, where local conditions warrant, have worked out order handling systems which are simple and which should be of interest to the average meat retailer doing only a small part of his trade in that field.

Whether an order be large or small, the method of handling is, or should, be almost identical. Hence, once such a simple system is introduced, it can be made a part of the store's operating plan.

In this day of service, the effects of error in delivery, when they are constantly repeated, work against the future growth of the business. In addition, there is a definite loss in rectifying delivery and order filling errors which no dealer can ignore.

Errors Cost Dealer Money.

One leading dealer stated recently that he estimated a year's loss in cash of \$750.00 due to errors in the filling, delivery and execution of orders most of which are preventable by a simple system.

A survey of order filling in the trade reveals certain principles which may be summed up very briefly thus:

(a)—Where possible, order filling should be placed in charge of a single, selected employee.

(b)—There should be a double check.

(c)—The double check should be applied three ways: 1—Goods wanted. 2—Proper tagging. 3—Completeness.

The average store has to deal with three classes of orders, though in the case of commercial orders where a

requisition or written order appears, the procedure must vary to some extent. We have telephone orders, verbal orders given over the counter and written orders. All three should be directed to the person in the store who has order filling in charge and this should not be a mere delivery boy as is so often the case.

Orders Are Double Checked.

One feature of order checking in a large Eastern store is simple. Every large or considerable order is filled by a qualified clerk and then checked again by the delivery man. This gives a simple double check that prevents many errors. In this same store, each item on an order is tagged with the buyer's name. This prevents confusion when the delivery man grabs up his stuff at the beginning of a trip.

In the same shop, order backs in three sizes are utilized for every order large and small. Where the order involves bulky packages which will not fit easily in the delivery basket, a special tag is attached which "ties up" that article with the order proper and hence insures delivery of the complete order.

Another feature of this shop's checking system lies in the practice of never making a delivery where something is short. It is believed this has a bad effect upon the buyer and discredits the service. To overcome this, the order clerk in every case, where a certain item called for can not be immediately supplied, telephones the customer, explains the shortage, says plainly that the shortage is necessary and thus warned, the buyer either has the choice of substitution or cancellation.

Where Errors Occur.

The average dealer finds that errors in his delivery service occur chiefly in two points:

(a)—In order assembly.

(b)—On the wagon or truck.

Errors that occur in order assembly are more simply handled than those which occur enroute.

Errors that occur enroute, providing the shop's order filling system is good, are nine-tenths carelessness on the part of the driver or delivery man. Most dealers agree in this. Where the order has been filled properly and tagged in the beginning, there should be no wrong deliveries made once the man is out on his route. Only a careful training of the deliveryman will insure a fair performance in the matter.

One dealer said: "Most errors in order filling in our business occur during the filling of the order. The order

Orders Incorrectly Filled

Are a source of inconvenience to the customer;

They lose good will for the store that habitually makes them;

They lose money for the retailer and cause him annoyance and wasted time.

Regardless of whether or not a store has a large delivery business, some system should be installed whereby the possibility of mistakes in order filling will be reduced to a minimum.

If the owners of many stores would get their order-filling system "right," they would have more dollars to credit to the profit side of the ledger at the end of the year.

clerk is inclined to drop his job on an important order before he has finished. The result is that things happen. Nothing makes for confusion in order checking like an interruption in the middle of a job. No matter how busy we get behind our counters, we let the order clerk alone on his job if it happens to be the hour when he is busy."

Tagging Prevents Errors.

It has been found that the great majority of the dealers who are doing a commercial business fail to tag their items and their orders adequately, tossing the goods as called for into the delivery container and trusting to luck.

In one shop, there are about 50 important large order customers. Plain gummed stickers are used on which is the name of the customer—nothing else. Every item ordered by the customer is given a sticker bearing his name by the order filling clerk. These stickers are kept in alphabetical order at the cashier's cage, each in a small cubbyhole and with rubber bands about each batch.

These stickers are printed in large quantities and come cheap. When a customer increases his purchases to the point where the expense is warranted, he gets a sticker and the result is that an error is almost never made in delivery. This beats a mere pencil mark on the parcel which often is unreadable or absent altogether.

In the case of the stickers, the delivery boy is forbidden to make a delivery where the parcel fails to bear its sticker.

Deliveryman Rechecks Orders.

In connection with delivery service in the trade, probably the average dealer does not realize the dangers of letting a wagon boy explain errors at the customer's door. These explanations, if they are given at all, often are of the kind that will injure the business. Where the delivery man is at fault, he has a tendency to belittle the order clerk or the store itself to protect himself.

It is probably true that the average deliveryman refuses to carefully check the items on an order upon delivery in order to protect the dealer from occasional false claims made by customers. Consequently, one dealer recently sent out notices to his important customers requesting that the deliveryman in each case be required to recheck the order upon arrival at destination.

Upon the whole, a delivery order business is built up only by rendering a service that is prompt and efficient, and while the system can be simple, it must be adequate.

Each dealer will find it expedient to adapt his method to his own conditions.

Retail Shop Talk

BOOSTING RETAIL INCOME.

A retailer in a western city increased his sales several times without increasing his overhead by rearranging his stock. He keeps a good stock on hand at all times and formerly adopted the practice of keeping his showcases and shelves well filled.

Too much stock in sight, he finally came to believe, is not good practice. With shelves and showcases crowded it is more difficult for the customers to concentrate their attention on particular articles.

By rearranging his store layout, he was able to give the appearance of a large stock on hand and in sight, and at the same time not to overcrowd the various articles but to leave plenty of space around them. His aim was to make each item displayed stand out distinctly from all other items in sight.

He also reduced his line and now carries fewer brands of each item. With fewer brands to select from, he finds, and with each item so placed that it stands out distinctly from others, customers not only buy more but take up less time to decide what to purchase.

He also has discontinued showcards and signs calling attention to the articles of lower price. A housewife may come into his store, he reasons, with the intention of buying a good cut of meat, and may change her mind when a sign calls her attention to a meat of lower price.

On the other hand, the reverse is often true. A woman who had decided to buy a cheap cut will quite often be persuaded by a sign to purchase a cut of higher quality.

Too many retailers, he says, encourage the purchase of the cheaper meats by over-advertising them. And when they do this they discourage the increased consumption of meat. It is the opinion of this dealer that the sale of good meats should be the aim of every meat retailer.

NEWS OF THE RETAILERS.

A. J. Scharnschmidt, Toledo, O., has purchased the meat market of A. Renard at 401 Hawley st.

Wallace Booker has purchased the meat business of Gus Buchy at Greenville, O.

Charles Adams has engaged in the meat and grocery business in Worthington, Ind.

A meat market and grocery store has been opened by Ed. Baker in Walkertown, Ind.

Richard Fruin, Bellevue, Mich., has been succeeded in the meat business by Sears & Yuhasz.

Roy Gleason has engaged in the meat business at 604 Main st., Three Rivers, Mich.

Frank Davis has sold his interest in the Myrtle Point Meat Co., Myrtle Point, Ore., to Ben. W. Howe.

The Sunset Palace Meat Market has been established at 2549 Irving st., San Francisco, Calif.

The Justensen Chain Grocery and Meat Store, Fresno, Calif., plans to open a branch here in Chowchilla, Calif.

Frank J. Bennett has purchased the meat business of Albert J. Henry, 249 Michigan ave., Jackson, Mich.

D. A. Knaggs has purchased the meat and grocery business on South Monroe st., Monroe, Mich., from Kurt Hochradel.

Charles Brand has succeeded to the meat market of Brand & Maskey, Allegan, Mich.

The meat and grocery store of J. C. Cox, 103 Grand ave., Portland, Ore., was damaged by fire recently.

Harold Thropp, Marcola, Ore., has sold his meat business to L. R. Denham.

W. A. Fuhrer has purchased the Linnton Meat Market, Portland, Ore., from Fred Amacher.

R. J. Schroeder has sold his interest in the Sanitary Meat Market, Burns, Ore., to J. H. Parker and V. J. Fitzpatrick.

O. T. Whitaker has purchased the Sanderson meat and grocery business, Cushing, Okla.

M. G. Futeransky has opened in the meat and grocery business at 203 East Broadway, Drumright, Okla.

Golden & Chronister, Hartshorn, Okla., have moved their White Way Market from the Bond building to the Rivers building.

Gillis & Kendall, Wynnewood, Okla., have succeeded Bill Dougherty in the meat and grocery business.

J. Myers & Co., San Francisco, Calif., have moved their meat business from 25 Crook st. to the California Market.

S. Disler and M. J. Morang have engaged in the meat business in Center Line, Mich.

R. W. Brown has engaged in the meat and grocery business at 700 Atwater st., Saginaw, Mich.

RADIO MEAT TALKS POPULAR.

Radio talks to housewives, sponsored by the Meat Councils of New York and Hudson County, N. J., which have been so popular they have been continued for nearly six years, have been transferred to Station WEA, where they will be heard every Wednesday morning at 11:45.

The talks are given by Philip Smith, whose sparkling radio personality has made friends for meat and meat-products with thousands of listeners in a dozen states.

WEAF is a leading station of the National Broadcasting Co. With this change, a radio "hook-up" has also been effected, whereby fans of Washington, D. C., may hear the program from Station WRC.

When the meat talks were first started, radio was only in its infancy, but even at that time a great interest was aroused. Indicative of the manner in which interest in meat has grown with the interest in radio, a single "test talk" given recently by Mr. Smith brought forth 1,200 replies from housewives. A large part of the radio program is given over to educating the housewife in buying and cooking meats.

With the change to WEA, hundreds of letters from ardent WJZ listeners have been received, all of whom want to follow "The Meat Man" on his new air-wave. "They really take advantage of the advice, too," says Mr. Smith, "for they faithfully report just how the meat dish turned out, and what their families thought of it."

New York Section

NEW YORK NEWS NOTES.

John V. Fisher, chief engineer, New York Butchers Dressed Meat Co., has just returned from a vacation in the West.

Robert Kramer, superintendent, curing department, New York Butchers Dressed Meat Company is spending his vacation at St. Joseph, Mo.

B. A. Braun, vice-president and general sales manager of Jacob Dold Packing Co., Buffalo, N. Y., was a visitor to New York during the past week.

Michael M. Rosenthal, secretary of Nathan Strauss, Inc., spent several days last week in Boston and vicinity looking over possible sites for new markets.

Samuel Slotkin, president, and J. P. Paulson, secretary of the Hygrade Food Products Corporation, spent the latter part of last week in Chicago and vicinity.

C. C. Griffin of the office of H. L. Woodruff, Inc., New York, has just returned from a short vacation at Greenwood Lake where he recuperated from a recent illness.

James A. Young, superintendent of the Joseph Stern & Son plant is confined to his home, having sustained a fractured ankle while engaged at his duties the early part of last week.

H. C. Stanton, soap department, Swift & Company, Chicago, spent the first part of last week in New York. Miss Marion Fish, chief operator, central office Swift & Company, is spending three weeks at Kenosha Lake.

The third fall Food Show, under the auspices of Unity Food Stores, affiliated with the Retail Grocers League, Newark, N. J., will be held at the Clark Auditorium, Clark and Ogden Street, Newark, N. J., commencing October 26 and ending November 2. The Unity Food Stores was recently incorporated and has a membership of over 150 grocers.

Wilson & Co. have had the following Chicago visitors during the past week: E. B. McKillip, general office manager, and Dr. F. W. Kurk, of the Chemical laboratory. F. H. Knief of the statistical department and Mrs. Knief are spending a few weeks in New York on a vacation and at the same time celebrating their twenty-fifth wedding anniversary.

The welcome home dinner which was tendered to George A. Schmidt, president of Stahl-Meyer, Inc., and held at Luchow's Restaurant was attended by nearly 150 members of the sales departments of Stahl-Meyer and Ferris branches. Among the speakers, in addition to Mr. Schmidt, were Louis Meyer, vice-president and treasurer; W. J. Newmann, secretary; Otto Schult, Louis Meyer branch; Arthur Davis, Otto Stahl branch; Irving E. Hand, Ferris branch; Edward Kausch, Louis Meyer branch; Samuel Ronnenkamp, Otto

Stahl branch; and Milton Purcell, Ferris branch. Just prior to Mr. Schmidt's return to the States, the Stahl-Meyer branches held what they termed a welcome home sales campaign. Each salesman was given his quota covering the sale of hams and bacon and those exceeding the set amount, were rewarded substantially. Mr. Schmidt was very much pleased with the results of the campaign and after the business discussion was over, gave a very interesting talk on his trip.

Drastic measures are to be taken by the Health Department of New York City, in a move to enforce sanitation in the poultry packing industry of New York City. According to the new regulations, the slaughter rooms must be at least 10 feet high and must have adequate ventilation, either by natural or mechanical means. Floors, walls and ceilings must be of tile. In cases where poultry is sold direct to the consumer, a separate room, with an area of not less than 100 square feet, must be provided as a killing room and the public must be excluded from the rooms in which the slaughtering is conducted. Each house must have separate rooms for killing, plucking and storing. Many complaints have been registered with the health department regarding the insanitary conditions of these poultry packing houses and they have now been given until next May to comply with the new regulations or suffer the consequences. The movement, as underway by Commission Wynne, would do away with illegitimate competition, such as push cart vendors, and raise the poultry slaughter business to an honest level.

AMONG RETAIL MEAT DEALERS.

The first fall meeting of the Ladies' Auxiliary, on Thursday afternoon of last week at the Hotel McAlpin, proved most interesting. A committee of Mrs. William Kramer and Mrs. I. Werden was appointed to visit Mrs. Moe Loeb and bring a floral token of sympathy from the auxiliary in her illness. It was learned that Mrs. I. Schmitka had become a grandmother. Mrs. A. Werner was appointed to secure a date for a luncheon to be held during the winter. Mrs. W. H. Wild, wife of the vice-president of the State Association, became a member. The next meeting, September 26, will be a social and will take the form of a card game. As there are a number of hostesses there will be quite some prizes. Mrs. Frank Bitz of Westchester will render vocal selections.

There was a very large attendance at the meeting of the South Brooklyn Branch on Tuesday evening of this week which was augmented by delegations from the Brooklyn and Jamaica branches. Much interest was shown in the movement for early closing of shops on Saturday nights. State Vice-President William Wild, president of Brooklyn Branch; A. Hehn, president of Jamaica Branch, and Chris. Roesel addressed the meeting. Routine matters took up the remainder of the evening.

Ye Olde New York Branch held a regular meeting on Tuesday, September 17, at which, after the regular business was conducted, the matter of the early Saturday night closing was discussed. In some districts, shops can be closed at an early hour on Saturday, but there are many sections in New York where a set hour for closing, particularly if it be an early one, would result in a great loss of business and work a hardship on the patrons of the individual shops.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended September 14, 1929: Meat—Manhattan, 2,643 lbs. Fish—Queens, 12 lbs. Poultry and game—Manhattan, 1,112 lbs.

A mass meeting is scheduled to be held on Tuesday evening, September 24, at Schwaben Hall, 474 Knickerbocker ave., Brooklyn, under the auspices of the Eastern District Branch. Aaron Haas, president of the branch, will be in charge. Eight o'clock Saturday night closing will be the subject discussed.

At its meeting on Wednesday evening of last week the Washington Heights Branch decided to have its own dinner dance again this season. It will be held at Paramount Mansion, 601 West 183rd st., on February 2, 1930.

Gus Lowenthal, a member of the Washington Heights Branch, will open a shop on St. Nicholas ave., between 186th and 187th sts., on September 21. Mr. Lowenthal had been out of the game temporarily.

Kramer Brothers, Inc., with office and warehouse at 517 West 16th st., have recently opened two new stores. These are located at Columbus ave. between 83rd and 84th sts., and 214 East 59th st.

Mr. and Mrs. A. Kirschbaum, both popular in the retail meat industry, celebrated the twenty-sixth anniversary of their wedding on September 20.

Her many friends in the trade will regret to learn of the serious illness of Mrs. Frank Kunkel, an active member of the Ladies' Auxiliary.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Sept. 14, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		59,352 lbs.
Brazil—Canned corned beef.....		21,600 lbs.
Canada—Calf livers		66 lbs.
Canada—Pork cuts		3,437 lbs.
Canada—Beef cuts		119,725 lbs.
Canada—Vealers		310
Canada—Quarters of beef.....		96
Canada—Lamb carcasses		559
Canada—Bacon		3,427 lbs.
Canada—Pork sausage		180 lbs.
Germany—Ham		6,387 lbs.
Germany—Sausage		4,250 lbs.
Lithuania—Smoked pork		2,060 lbs.
New Zealand—Beef cuts.....		70,652 lbs.
New Zealand—Quarters of beef.....		8,027
Uruguay—Canned corned beef.....		192,000 lbs.

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ALBANY, N. Y.

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Send for FREE Sample. Test it out in your own plant in your own way. Try dissolving it in water—no sediment, no waste. You'll be convinced immediately. Nothing else like it. Write today!
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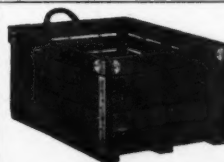
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Use "Zenobia" Blanched Pistachios in Making Meat Loaves, Mortadella, Mosaic, Sandwich Spread, Etc.
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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$13.25@14.50
Steers, medium	10.75@13.25
Cows, common and medium	7.00@ 8.50
Bulls, cutter-medium	6.50@ 9.25

LIVE CALVES.

Vealers, good to choice	\$16.00@19.50
Vealers, medium	11.50@16.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$13.25@14.50
Lambs, medium	10.75@13.25
Lambs, common	8.00@10.75
Ewes, medium to choice	4.50@ 6.00

LIVE HOGS.

Hogs, 160-210 lbs.	\$ 8 @10.50
Hogs, medium	@10.50
Hogs, 120 lbs.	@ 9.50
Roughs	@ 8.00
Good Roughs	@ 8.25

DRESSED HOGS.

Hogs, heavy	@17 1/4
Hogs, 180 lbs.	@17 1/4
Pigs, 80 lbs.	@18 1/4
Pigs, 80-140 lbs.	@18

DRESSED BEEF.

Choice, native heavy	@27 1/2
Choice, native light	@27 1/2
Native, common to fair	@25 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@24
Native choice yearlings, 400@600 lbs.	@25
Good to choice heifers	@23
Good to choice cows	@19
Common to fair cows	@16
Fresh botana bulls	@17

BEEF CUTS.

	Western.	City.
No. 1 ribs	@32	31 @32
No. 2 ribs	@30	28 @30
No. 3 ribs	@27	27 @28
No. 1 loins	@40	42 @44
No. 2 loins	@36	38 @41
No. 3 loins	@30	32 @35
No. 1 hinds and ribs	@30	31 @33
No. 2 hinds and ribs	@27	28 @29
No. 3 hinds and ribs	@24	26 @27
No. 1 rounds	@22	22 @23
No. 2 rounds	@20	20 @21
No. 3 rounds	@18	19 @19
No. 1 chuck	@22	21 @23
No. 2 chuck	@20	21 @22
No. 3 chuck	@19	19 @20
Bolegans	@16	17 @18
Rolls, reg., 6@8 lbs. avg.	@22	22 @23
Rolls, reg., 4@6 lbs. avg.	@17	17 @18
Tenderloins, 4@6 lbs. avg.	@20	20 @21
Tenderloins, 5@6 lbs. avg.	@20	20 @21
Shoulder clods	@10	11 @11

DRESSED VEAL AND CALF.

Prime veal	@31
Good to choice veal	@28
Med. to common veal	@21
Good to choice calves	@25
Med. to common calves	@17

DRESSED SHEEP AND LAMBS.

Lambs, prime	@29
Lambs, good	@27
Sheep, good	@14
Sheep, medium	@13

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	@28
Pork tenderloins, fresh	@57
Pork tenderloins, frozen	@50
Shoulders, city, 10@12 lbs. avg.	@19
Shoulders, Western, 10@12 lbs.	@19
Butts, boneless, Western	@28
Butts, regular, Western	@24
Hams, Western, fresh, 10@12 lbs. avg.	@25
Hams, city, fresh, 6@10 lbs. avg.	@27
Picnic hams, Western, fresh, 6@8 lbs.	@18
average	@17
Pork trimmings, extra lean	@22
Pork trimmings, regular, 50% lean	@15
Spareribs, fresh	@17

SMOKED MEATS.

Hams, 8@10 lbs. avg.	@27
Hams, 10@12 lbs. avg.	@26
Hams, 12@14 lbs. avg.	@25
Picnics, 4@6 lbs. avg.	@17 1/4
Picnics, 6@8 lbs. avg.	@17 1/4
Rollettes, 6@8 lbs. avg.	@19
Beef tongue, light	@32
Beef tongue, heavy	@38
Bacon, boneless, Western	@24
Bacon, boneless, city	@23
Pickled bellies, 8@10 lbs. avg.	@20

FANCY MEATS.

Fresh steer tongues, untrimmed	30c
Fresh steer tongues, 1 c. trim'd	45c
Sweetbreads, beef	70c
Sweetbreads, veal	\$1.00
Beef kidneys	20c
Mutton kidneys	11c
Livers, beef	35c
Oxtails	18c
Beef hanging tenders	30c
Lamb fries	10c

BUTCHERS' FAT.

Shop fat	@ 2
Breast fat	@ 4
Edible suet	@ 5 1/4
Cond. suet	@ 4 1/4

GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	.23	2.50	2.70	2.90	3.95
Prime No. 2 veals	.21	2.30	2.45	2.65	3.70
Buttermilk No. 1	...20	2.15	2.35	2.55	...
Buttermilk No. 2	...18	1.95	2.10	2.30	...
Branded Grubby	...11	1.25	1.30	1.50	2.05
Number 3	...	At value	...	...	...

BUTTER.

Creamery, extras (92 score)	@46
Creamery, firsts (88 to 90 score)	@43
Creamery, seconds (84 to 87 score)	@41 1/4
Creamery, lower grades	@38 1/2 @39 1/2

EGGS.

(Mixed colors.)

Extras, dozen	@42
Extra firsts, doz.	@37
Firsts, doz.	@35
Checks	@25

LIVE POULTRY.

Fowls, colored, per lb. via express	@31
Fowls, Leghorn	@25

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	@35
Western, 48 to 54 lbs. to dozen, lb.	@31
Western, 43 to 47 lbs. to dozen, lb.	@29
Western, 36 to 42 lbs. to dozen, lb.	@27
Western, 30 to 35 lbs. to dozen, lb.	@27

Fowls—fresh—dry pkd.—12 to box—prime to fecy:

Western, 60 to 65 lbs. to dozen, lb.	@36
Western, 48 to 54 lbs. to dozen, lb.	@32
Western, 43 to 47 lbs. to dozen, lb.	@30
Western, 36 to 42 lbs. to dozen, lb.	@29
Western, 30 to 35 lbs. to dozen, lb.	@29

Ducks—

Long Island, per lb., prime to fancy	@25
--------------------------------------	-----

Turkeys—

Argentine, young toms, 14-16 lbs.	@42
Argentine, young hens, 10 lbs. up	@41

Squabs—

White, ungraded, per lb.

Western, 36@42 lbs., per lb.

Chickens, fryers—fresh—12 to box—prime to fecy:

Western, 60 to 65 lbs., per lb.

Western, 48 to 54 lbs., per lb.

Western, 43 to 47 lbs., per lb.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago. New York, Boston and Philadelphia, week ended Sept. 12, 1929:

	Sept. 6	7	9	10	11	12
Chicago	.44 1/4	.44 1/4	.44 1/4	.44	.44	.44
N. Y.	.45	.45 1/4	.45 1/4	.46	.45 1/4	.45 1/4
Boston	.45 1/4	.46	.46	.46	.46	.46
Phila.	.46	.46 1/4	.46 1/4	.47	.46 1/4	.46 1/4

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

43 1/4 43 1/4 43 1/4 43 1/4 43 1/4 43

Receipts of butter by cities (tubs):

	Wk. to	Prev.	Last	—Since Jan. 1—
	Sept. 12	week.	year.	1929.
Chicago	30,705	34,076	33,457	2,465,840
N. Y.	57,049	51,065	53,855	2,712,756
Boston	13,594	14,886	15,158	830,972
Phila.	14,832	16,368	15,243	855,944

Total 116,180 116,395 120,713 6,965,512 6,752,224

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Sept. 12	Sept. 12	Sept. 11	last year.
Chicago	60,835	243,146	28,882,230	21,800,121
New York	64,020	105,169	22,317,423	16,259,164
Boston	28,050	57,197	10,720,576	11,096,490
Phila.	47,380	31,380	6,839,020	6,405,036
Total	206,306	436,892	68,760,249	55,560,811

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.10 @ 2.15
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.15
Blood, dried, 15-16% per unit	@ 4.40
Fish scrap, dried, 11% ammonia 10%	
B. P. A. f.o.b. fish factory	3.65 & 10c
Fish guano, foreign, 18@14% ammonia, 10% B. P. A.	4.50 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	3.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.08
Tankage, ground, 10% ammonia, 15% B. P. A. bulk	4.35 & 10c
Tankage, unground, 9@10% ammo	4.35 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@27.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.50

Potash.

Manure salt, 20% bulk, per ton	@12.50
Kalbit, 12.4% bulk, per ton	@ 9.10
Muriate in bags, basis 80%, per ton	@36.75
Sulphate in bags, basis 90%, per ton	@47.75

Beef.

Cracklings, 50% unground	@ 1.10
Cracklings, 60% unground	@ 1.20

Meat Scraps, Ground.

50%	@65.00
55%	@75.00

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	\$5.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 85.00
Black or striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 75.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@110.00
Horns, according to grade	75.00@200.00

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Sept. 14, 1929, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,942	8,661	2,211	41,855
Central Union	2,264	1,400	578	18,701
New York	540	3,788	21,391	7,135
Total	7,746	13,849	24,180	67,691
Previous week	7,411	12,598	20,765	62,533
Two weeks ago	7,428	13,277	21,708	62,685

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

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Office and Warehouse

407 East 31st St.,

NEW YORK, N. Y.

Caledonia 0113-0114

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